Reaching High Aerospace Business Matchmaker

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

Jet Propulsion Laboratory
Matthew B. Christian
July 17, 2018
NASA Small Business Specialists
Around the Country

Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA
Christine L. Munroe

Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Robert Medina

Jet Propulsion Laboratory
Robotic Exploration of the Solar System.
Pasadena, CA
Felicia A. Bell
Section Manager
Mary Helen Ruiz
Small Business Administrator

Johnson Space Center
Human Space Flight Operations
Houston, TX
Robert E. Watts
Richard T. Slater

NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller

Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL
Joyce C. McDowell
Natalie B. Colvin
Procurement Analyst

Marshall Space Flight Center
Space Transportation, Propulsion Systems, Space Systems, and Science
Huntsville, AL
David E. Brock

Langley Research Center
Aviation and Space Research
Hampton, VA
Robert O. Betts

Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD
Elizabeth A. Haase
Gilberto Del Valle
Jennifer D. Perez
Sholainka Martyn

Glenn Research Center
Aeronautics and Spacecraft Technology
Cleveland, OH
Eunice J. Adams-Sipp

Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

NASA of Small Business Programs
where small business makes a big difference
Jet Propulsion Laboratory: At-a-Glance

- JPL is a leader in space exploration and in robotics/unman missions for the NASA. On May 5, 2018 JPL’s Insight Program was the first planetary mission to lift off from the west coast.

- SBPO helps small businesses:
  - with counseling sessions that can be scheduled any day of the week
    - Mon – Fri from 7 a.m. – 3:45 p.m.
  - with meeting directly with key stakeholders of projects and missions
    - Product Demonstrations
  - with the promotion of the Mentor Protégé Program
  - with an active Subcontractor Business Council that includes both large and small businesses
The SBPO supports many national events each year such as:
- National 8(a) conference
- National HUBZone conference
- Keeping the Promise – U.S. Veterans Business Alliance

The SBPO supports many local events each year such as:
- SBA-Southern California Small Business Conference
- Aerodef Manufacturing Conference
- Space Tech Expo

The SBPO hosts events at JPL such as:
- HBCU/MI Outreach Initiative
- Small Business Industry Awards
- Small Business Supplier Fair
# Top 3 Value Procurements
## Jet Propulsion Laboratory
### 18-24 Months

<table>
<thead>
<tr>
<th>Name of Procurement (Contract Number)</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>Data Systems Implementation and Operations (DSIO)</td>
<td>Raytheon</td>
<td>541715</td>
<td>TBD</td>
<td>N</td>
<td>SEP-2019</td>
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<tr>
<td>Duplicating &amp; Reproduction Services</td>
<td>KST Inc.</td>
<td>561439</td>
<td>$2.7M 5 Years</td>
<td>N</td>
<td>FEB-2020</td>
<td></td>
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<tr>
<td>Servers &amp; Accessories iProcurement</td>
<td>Dynamic Systems Inc.</td>
<td>334111</td>
<td>$24M 5 Years</td>
<td>N</td>
<td>SEP-2020</td>
<td></td>
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</tbody>
</table>
1. Register Your Business in the System for Award Management (SAM)
2. Identify Your Product or Service
3. Identify Your Target Market Within JPL
4. Identify Current JPL Procurement Opportunities
5. Seek Additional Assistance as Needed
6. Investigate the JPL SBPO Products and Services
7. Familiarize Yourself to JPL Contracting Procedures
8. Investigate Federal Supply Schedule (FSS) Contracts
9. Visit the NASA Small Business Programs Website
10. Visit the JPL SBPO Website for more details on each tip.
<table>
<thead>
<tr>
<th>Center Category</th>
<th>Center</th>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RESEARCH CENTERS</strong></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>
<tr>
<td></td>
<td>Armstrong Flight Research Center</td>
<td>Robert Medina</td>
<td>661-276-3343</td>
<td><a href="mailto:Afrc-small-business-office@mail.nasa.gov">Afrc-small-business-office@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Glenn Research Center</td>
<td>Eunice Adams-Sipp</td>
<td>216-433-6644</td>
<td><a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Langley Research Center</td>
<td>Robert Betts</td>
<td>757-864-5717</td>
<td><a href="mailto:Robert.betts@nasa.gov">Robert.betts@nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>NASA Shared Services Center</td>
<td>Troy Miller</td>
<td>228-813-6558</td>
<td><a href="mailto:Nssc-smallbusiness@mail.nasa.gov">Nssc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>SPACE CENTERS</strong></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>
</tr>
<tr>
<td></td>
<td>Kennedy Space Center</td>
<td>Joyce McDowell</td>
<td>321-867-3437</td>
<td><a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Marshall Space Flight Center</td>
<td>David E. Brock</td>
<td>256-544-0267</td>
<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><strong>SCIENCE CENTER</strong></td>
<td>Goddard Space Flight Center</td>
<td>Elizabeth Haase</td>
<td>301-286-3443</td>
<td><a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>FEDERALLY FUNDED R&amp;D CENTER</strong></td>
<td>Jet Propulsion Laboratory</td>
<td>Felicia Bell</td>
<td>818-393-8054</td>
<td><a href="mailto:smallbusiness.programsoffice@jpl.nasa.gov">smallbusiness.programsoffice@jpl.nasa.gov</a></td>
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Contact JPL SBPO

JPL Small Business Programs Office
E-mail:
smallbusiness.programsoffice@jpl.nasa.gov

Web site:
https://acquisition.jpl.nasa.gov/business/

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