In Partnership with NASA

“Reaching High” Aerospace Business Matchmaker

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Small Business Liaison Officer

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SGT Company Overview

CORE COMPETENCIES

Performing Work *(Highly recognized for Engineering Services)*:

- **Engineering**: Spacecraft, Systems and Instruments, Software Engineering, Systems Engineering and Integration
- **Scientific Analysis**: Orbital and Global Climate Change Analysis
- **Mission Operations**: Human Spacecraft and Weather Operations
- **Information Technology**: Cyber Security, Enterprise Computing

Supports (7) NASA Centers: Ames, Glenn, Goddard, Johnson, JPL, Kennedy, and Langley

Additional Federal Clients: Department of Transportation (DOT)/FAA, Department of Interior (DOI), Department of Defense (DoD), and NOAA
Doing Business with SGT

What Does SGT Purchase
- Space Flight Hardware and Software
- Mechanical Hardware
- IT Software Maintenance and Hardware
- Engineering Services
- Machine Parts and Prototyping

Selecting Potential Small Business (SB) Partners
- Niche and complimentary capabilities that align with SGT Federal Programs
- Relevant work/successful past performance
- Working relationships within the agency of the opportunity
- Quality assurance industry certifications such as ISO, AS9100, CMMI

What Type of SB’s does SGT seek
- Work seamlessly as a trusting teaming partner
- Understanding customer’s the mission
- Responsive to timelines and contract delivery requirements
- Financial stability

Tips for Marketing to SGT
- Establish your strategy and direction (i.e., identify core technology strengths, target opportunities)
- Capability Statement—Highlight core technical skills, align expertise with SGT programs
- Prior research to identify Prime Contractors—Determine the value-add to Prime’s Federal programs
- Contact the Primes SB Office for introductions to Business Development team
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