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OFFICE OF SMALL BUSINESS PROGRAMS

VISION STATEMENT

The vision of the Office of Small Business Programs at NASA Headquarters is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

SMALL BUSINESS SUCCESS STORY

RANDY MANNING, SMALL BUSINESS SPECIALIST NASA LANGLEY RESEARCH CENTER

Analytical Services & Materials, Inc. (AS&M), participation in the success of the Langley Research Center (LaRC) mission is spread throughout the Center. Of significance are their recent efforts in support of Aero-Database Generation for Alternate Launch Abort System (ALAS) with Abort Control Motors and Aero-Database Generation for Multi-Purpose Crew Vehicle (MPCV) and Launch Abort System (LAS) with Abort and Attitude Control Motors.

AS&M supported the generation of aerodynamic databases on the Orion Crew Exploration Vehicle (CEV) and Launch Abort Vehicle (LAV) developed under NASA's Constellation Program. They supported Langley's LAV aero-database team by applying the NASA Tetrahedral Unstructured Software System (TetrUSS) suite of software to enable the development of application guidelines and by generating aero-database solutions along with quantified solution uncertainties. The work involved not only generating the flow solutions, but also coding a number of scripts in Tecplot and "bash" in order to reduce the postprocessing time. AS&M engineers always finished the tasks on time or ahead of schedule. The tasks involved generating hundreds of solutions in a short period of time. The main contribution to this project and future projects is to establish TetrUSS software as a fast-paced production tool.

AS&M engineers have been providing computational support to as many as three sequential CEV AeroSciences Project (CAP) Analysis Requests that require hundreds of certified MPCV or LAS/Abort Motor (AM)/Attitude Control Motor (ACM) flow solutions for each request. Each task has a defined set of



requirements for the number of cases, postprocessing, data delivery, and documentation. Due to the difficult technical challenges encountered during the prior CAP Task Requests, AS&M engineers have been continually applying their expertise throughout the contract period to offer recommendations for improved application guidelines that reduce the computational uncertainty of blunt base flow simulations and aerodynamic interactions from close-proximity AM jet plumes on the LAS shroud. Even though the task called for only UnStructured Mesh 3 Dimensional (USM3D, an unstructured-grid, Reynolds-averaged Navier-Stokes flow solver) flow solutions, AS&M engineers have contributed toward grid generation. For this class of problems, only one boundary layer scale has been used thus far for generating viscous grids. AS&M engineers have developed a method of establishing multiple boundary layer scales within a given configuration based on the local Reynolds number. This resulted in a significant contribution to resolving the high-pressure/high-density flows in the plenum and the nozzles.

These two examples highlight that AS&M consistently delivers high-quality products and demonstrates expert knowledge in computational fluid dynamics (CFD); excellence in unstructured CFD methods used to predict jet flow noise; and excellence in wind tunnel test planning, execution, and analysis. AS&M's excellent responsiveness, along with its ability to manage expectations at all levels and to provide timely reporting and formal and informal consultation to team members, reduces analysis efforts and improves the quality of analytical methods.

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MISSION STATEMENT

- To advise the Administrator on all matters related to small business,
- To promote the development and management of NASA programs that assist all categories of small business,
- To develop small businesses in high-tech areas that include technology transfer and commercialization of technology, and
- To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.

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OFFICE OF SMALL BUSINESS PROGRAMS

SBS SPOTLIGHT

CHRISTINE L. MUNROE,
SMALL BUSINESS SPECIALIST
NASA AMES RESEARCH CENTER



My name is Christine Munroe. Although I am not a native Californian, having spent the first four years of my life in Alcalá de Henares, Spain, due to my father's Air Force career, I consider Milpitas, CA, my

hometown. My dream in elementary school was to work for NASA. I really enjoyed both math and science.

I participated in the Mathematics, Engineering, Science Achievement (MESA) program in middle and high school in addition to other afterschool activities. While being a member of different organizations at an early age, I learned the importance of teamwork and working as an individual to succeed.

I attended De Anza College, Cupertino, CA, from which I have received an associate of arts degree in liberal studies. I then attended Notre Dame de Namur University, Belmont, CA, from which I have also received a bachelor of arts in liberal studies (emphasis in human services) and a master of science in systems management. In addition, I have a Level III Federal Acquisition Certification in Contracting.

I have worked for NASA Ames Research Center (ARC) for over 25 years in various capacities throughout the Center (Clerk Typist, Branch and Division Secretary, Procurement Clerk, Project Manager for the Contract Management Module, System Analyst, Contract Specialist, and Small Business Specialist [SBS]). I had the opportunity to work in the areas of information technology, aeronautics, Center operations, and programs and projects because of my interaction with the technical community (internal customers) and contractors (internal and external customers). I have an understanding of the basic terminology used in those areas.

Prior to my position as a Small Business Specialist, I supported several organizations within the ARC

community at one time or another: the African American Advisory Group, the National Federation of Federal Employees (NFFE) and International Federation of Professional and Technical Engineers (IFPTE) Unions, the Recruitment Team, and the South Bay Federally Employed Women (FEW) Chapter. In the past, I supported the Office of Diversity and Equal Opportunity by serving as a member of the various advisory groups that sponsored programs such as Take Your Daughters to Work Day, as well as Women's History Month and Black History Month celebrations. I have also represented the Center by participating as a member of the NASA Ames Speakers Bureau; through that program, I have spoken at various career days, math and science youth conferences throughout the Bay Area, and local churches and schools. I have mentored several students in developing their college and career goals. I believe it is important to teach children the importance of reading, math, and science at all levels. My hobbies include traveling, spending time with friends and family, driving, surfing the Web, sitting on the beach, and writing poetry and short stories. During the past 3 years, I have set a summer goal of reading 30 books in 90 days during the summer and have taken courses to enhance my personal growth.

What made you want to become a Small Business Specialist?

My first position at Ames was in the Acquisition Division, where I worked with the Small Business Specialist and I saw firsthand how important it was to work in collaboration with Center management, contracting personnel, the technical community, and contracting staff to meet NASA's mission by locating small and large contractors to fulfill the Center's mission. I was detailed for 1 year as a System Analyst in the Ames Systems Management Office (SMO). This detail gave me the opportunity to utilize the breadth of my procurement project and system management knowledge of programs and projects at Ames. I realized upon my return to the Acquisition Division that being a Small Business Specialist would allow me to work with all areas of the Acquisition Division in a similar capacity to that of my detail. Throughout my career as a Contract Specialist, I have worked with various small businesses while awarding Small Business Innovation Research contracts (SBIRs), and I saw from my own experience what an impact they have made on the Center.

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AA's CORNER

As we enter the fourth quarter of fiscal year (FY) 2012, I'd like to extend a sincere thank-you to the Agency acquisition community, which has been pivotal to NASA's record of exceeding its small business goal. Our team continues to perform above expectations; however, we still have the hard work of the final quarter ahead of us. Because small businesses are invaluable to NASA's mission and the country's overall economic health, NASA must continue to keep them in mind as the Agency makes the numerous year-end purchases and contract awards.

On August 2, 2012, the NASA Small Business Council (SBC) received a Group Achievement Award during the 2012 NASA Agency Honor Awards ceremony. This award was well deserved. During FY 2011, NASA exceeded its small business goal, along with many other innovative accomplishments. I accepted the plaque on behalf of the SBC but felt pride for each and every individual who made this award happen. Congratulations to all. This just confirms my belief that the NASA Small Business Specialists are the best in the entire Federal Government.

The White House quarterly meeting on July 26, 2012, stressed a few specific issues. These include the set-asides of orders to small businesses under multiple award contracts, including General Services Administration (GSA) schedules, as well as the importance of following the Simplified Acquisition Procedures. Keep these in mind toward the end of FY 2012. They are a perfect way to help the Agency utilize funds toward our small business goals.

I was ecstatic, along with the rest of the NASA family and the general public, on August 5 or 6, depending on what part of the country you were in, when the Mars Science Laboratory (MSL), known as Curiosity, made a very successful landing on the Red Planet. I was at the Jet Propulsion Laboratory (JPL) to experience this monumental national event. It was very special, and the feeling you have while watching the success of the landing is too

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SMALL BUSINESS GRAMS



AA's Corner (continued from page 2)

hard to put into words. I went to JPL to interview some of the numerous small businesses that were integral in the success of this mission. I spoke to several companies that played key roles in the manufacturing and launching of the MSL. Based on these interviews, OSBP issued a special publication on the importance of small businesses and the contributions they made to the success of Curiosity, which should be published soon.

I want to also welcome Mr. Christopher Grey to OSBP as our newest Program Analyst. He will be handling most of our metrics as well as several aspects of our social media outreach efforts.

I look forward to the opportunities ahead as we close FY 2012. Next fiscal year will bring new goals and new challenges, but I have faith in our Agency acquisition community not only to meet our small business goals, but to exceed them again, as well as in the continued unwavering support of the Agency's senior management for the small business programs.

GLENN A. DELGADO

ASSOCIATE ADMINISTRATOR

NASA OFFICE OF SMALL BUSINESS PROGRAMS

SBS Spotlight (continued from page 2)

What is your favorite part of being a Small Business Specialist?

My favorite part of being a Small Business Specialist is discovering what small businesses do and working with them to understand NASA's needs and how they can help NASA. In addition to assisting the Acquisition Division and technical personnel in locating businesses that can fulfill their mission, I enjoy working at Ames and being in Silicon Valley, where there are a variety of companies in the area with very interesting projects. The personnel in the ARC Contracts Division, Center management, the NASA Ames Contractor Council (ACC), the local SBA San Francisco Office, the local GSA Office, and NASA Headquarters (Office of Small Business Programs [OSBP] and Office of Procurement), as well as the other NASA Center SBSs, have been working with me to help me understand the overall Center's requirements and how to enhance our program. I appreciate all of their assistance.

In your opinion, what is the biggest issue facing small businesses this year or in the future?

The biggest issue facing small businesses this year or in the future is staying informed about the changes of various procurement policies, keeping abreast of the North American Industry Classification System (NAICS) code size standard changes and how they will impact their company and funding throughout the Federal Government. In addition, they must understand what the core capabilities are for each of the 10 Centers and keep informed of the Centers' requirements.

Interested in doing business with NASA ARC? Visit <http://server-mpo.arc.nasa.gov/Services/Proc/ProcDocs/DBWA.html>.

NASA PROCUREMENT

BY BILL P. MCNALLY, ASSISTANT ADMINISTRATOR FOR PROCUREMENT
NASA HEADQUARTERS
OFFICE OF PROCUREMENT

Efficient Buying

As a result of constrained budgets, effective and efficient contracting is more important than ever. There are many areas that make up an efficient contract process. Today, I am going to talk about efficient buying.

This already has become a cornerstone of how NASA Procurement organizations do business. The NASA Procurement tenet on streamlining is very clear on this point: "Industry and the science communities incur financial and resource costs to respond to NASA solicitations. NASA must also strive to minimize the cost impacts and inconvenience that industry incurs in responding to solicitations, including requests for information. To minimize the burden to potential partners, NASA shall keep the information requested in a solicitation to a minimum."

Proposal preparation costs are a company investment and a significant expense to contractors. These transaction costs can be practically invisible to us. When contractors submit proposals in response to Government solicitations, the Government pays the bid and proposal costs that contractors include in all of their proposals. These transaction costs are typically included in the contractor's indirect rates.

In an effort to reduce transaction costs, we in Procurement need to look at the data we want offerors to provide. Do we really need all of the requested data in our solicitations to obtain the best product or service? The answer is sometimes no. There may be times when we could make our evaluation and selection decisions with much less information than we ask for.

Sometimes we ask for too much information because of the history of the particular acquisition or similar efforts. Sometimes it is because someone thinks we need a bit of information that we really

do not need. We need to make an effort to reduce the amount and complexity of the evaluation criteria to only what is necessary. It is important for us to remember that the additional information asked for in solicitations results in larger proposals and additional time and resources of the contractors to prepare and the Government to evaluate. We need to make an effort to reduce these transaction costs.

The question we in Procurement need to ask ourselves is, "What do we really need in a proposal to get the best item?" We need to think carefully about that question and scrutinize our list of required information. We can make an effort to cut the information requested down to the bare bones. That way, we can lower the costs of the contractors and those costs passed on to us.

That is being a smart steward of NASA's finances and the taxpayers' money.

NASA Office of Procurement: <http://www.hq.nasa.gov/office/procurement/>

CONSOLIDATED ACQUISITION FORECAST

NASA ACQUISITION FORECAST

It is NASA policy (see NASA FAR Supplement 1807.72) to prepare an annual forecast and a semiannual update of expected contract opportunities, or classes of contract opportunities, for each fiscal year. The forecast consolidates anticipated procurements (in excess of the simplified acquisition threshold) at each NASA Center to increase industries' advance knowledge of NASA requirements and to enhance competition.

The procurements described in this forecast are expected to be solicited in this fiscal year and beyond, based on the best information available at the time of publication. All projected procurements are subject to revision or cancellation. Final decisions as to the extent of competition, small or disadvantaged business set-asides, estimated value, etc., will not be made until each procurement is initiated. The data are for planning purposes only; they do not represent a presolicitation



synopsis or constitute an invitation for bid or request for proposal, nor are they a commitment by the Government to purchase the described supplies and services. You are urged to review FedBizOpps.gov (<https://www.fbo.gov/>) and the NASA Acquisition Internet Service (<http://prod.nais.nasa.gov/cgi-bin/nais/index.cgi>) for the actual notice of a pending contract action.

The **new** Consolidated Agency-wide Acquisition Forecast is provided to allow users to search multiple NASA Centers for specific types of opportunities to match their organizational interests. This tool contains "pivot table" capabilities and graphics to easily manipulate and illustrate the data. Please note that there are five separate tabs at the bottom of this Excel-based tool to facilitate the use of unique, useful datasets.

For additional information, visit <http://www.osbp.nasa.gov> or <http://prod.nais.nasa.gov/cgi-bin/nais/forecast.cgi>.

NASA SMALL BUSINESS POLICY UPDATE

CRAIG W. BOWERS, PROCUREMENT ANALYST
NASA HEADQUARTERS OFFICE OF PROCUREMENT

THE TIMES ARE A-CHANGING!

Several changes have made it through the regulatory process and now allow contracting officers more avenues to support small business utilization. A joint memorandum issued by the Small Business Administration (SBA) and the Office of Federal Procurement Policy in June 2012 addressed these new tools and reemphasized the administration's support of the Small Business Program. What is available?

Federal Supply Schedule Set-Asides—Federal Supply Schedules (FSSs), awarded and administered by the GSA, offer a streamlined method for acquiring goods and services for Federal agencies. Contracting officers can now implement set-asides for small business concerns (and 8(a), service-disabled veteran-owned, woman-owned, and Historically Underutilized Business Zone [HUBZone] concerns) when there are two or more responsible small businesses able to provide the required supplies or services at fair market prices. Previously, contracting officers could not utilize set-asides on FSS orders.

Multiple Award Contracts (MAC) Reserves and Set-Asides—Multiple-award Indefinite Delivery Indefinite Quantity contracts are used for a wide range of products and services and represent a large proportion of Federal spending. Under the MAC concept, several contracts are let for the same statement of work. The MAC contract holders then compete for the task orders that are issued. Previously, there were inconsistencies in how the small business utilization rules could be applied to these contract vehicles. In November 2011, the Federal Acquisition Regulation (FAR) clarified that contracting officers can create “reserves” ensuring that small business concerns (and/or 8(a), service-disabled veteran-owned, woman-owned, and HUBZone concerns) receive one or more of the MACs. It also established that small business (and/or 8(a), service-disabled veteran-owned, woman-owned, and HUBZone) set-asides for task orders were allowed when two or more MAC contract holders could meet the set-aside standard. Small business program set-asides are now an allowed exception to fair opportunity under FAR 16.5. On existing MACs, the ordering provisions must allow for set-asides even if two or more of the MAC contract holders are small businesses.

Simplified Acquisition Threshold (SAT) Purchases—The SAT covers contract actions falling between \$3,000 and \$150,000. A longstanding section of the Small Business Act exclusively reserves contract actions falling in this range for small businesses. There is a caveat to the mandatory set-aside stating “unless the contracting officer is unable to obtain offers from two or more small business concerns that are competitive with market prices and are competitive with regard to the quality and delivery of the goods or services being purchased.” The White House Small Business Working Group has questioned why more SAT purchases are not going to small business with this requirement in place. NASA has redoubled Agency efforts to ensure that the exclusive reservation for small businesses is dissolved only when legitimate exceptions are present.

In a letter signed June 29, 2012, NASA procurement and small business leaders have challenged their organizations to take advantage of these new tools to enhance our support of small business utilization.

OFFICE OF THE CHIEF INFORMATION OFFICER UPDATE

PROTECTING AND SAFEGUARDING NASA INFORMATION AND INFORMATION SYSTEMS



What If This Were an Actual NASA Headline?

What if this article were a national headline across the United States—an article questioning how well we are protecting and safeguarding the information and information systems we utilize on a daily basis? Now that I have your attention, let's work together to ensure that this is not the headline people remember when they think about NASA.

With the ever-changing threat landscape for cybersecurity, you may wonder how you can effectively protect and safeguard information and information systems, along with what steps you should undertake to meet this type of challenge. This article provides tips and effective practices to aid you in ensuring the confidentiality, integrity, and availability of the information and information systems that support the NASA mission.

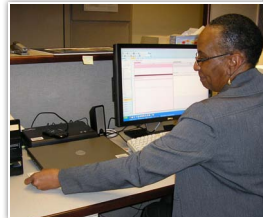
Over the last few years, NASA has promoted the Annual IT Security Awareness Training, which is mandatory for all Federal and contractor employees. We encourage you, if you have not previously, to complete this awareness training as soon as you can. The training is the first step for the NASA community in learning strategies to protect and safeguard information. The awareness training and the various activities, such as WebEx training sessions on protecting your desktop and home computers, privacy best practices, and safeguarding your identity and data, are fundamental in understanding the strategies needed to be a good steward in the information age. Given the mobility of our users and the data they need to support our mission, taking the necessary steps to always secure and protect our information technology (IT) assets is imperative.

In March 2012, the NASA Administrator issued an Agency-wide message entitled “The Importance of Securing NASA Laptops, iPads, and Smartphones.” The Administrator stated, “I take the issue of IT security very seriously—both for our equipment and the information stored on it. Information security maintains the integrity of our programs, and ultimately keeps our missions and

people safe.” You play a major role in our ability to safeguard our IT assets.

The rapid growth in the use of the Internet and its various facets, such as social media sites, wikis, blogs, and Web sites, to disseminate information to the masses is no longer novel. This trend has given rise to rogue elements within the cybercommunity who misuse the privileges of easy access to a wider audience through the Internet to cause damage to the security and economic fabric of Federal and non-Federal entities.

To help preserve our legacy as an innovator and technology leader across the Federal and international space, cybersecurity strategies at NASA must be agile, forward-thinking, and innovative in protecting our IT assets, data, and infrastructure, thus allowing NASA to ensure that projects, programs, and missions are protected and safeguarded against the ongoing global threats from cybercriminals, hackers, and organized groups. To achieve this goal, all NASA employees must take responsibility for ensuring the security of NASA information. As a united front, NASA employees can protect and preserve information and information systems and prevent their compromise—the key to beginning the cybersecurity transformation at NASA.



Cybersecurity challenges over the next decade demand enhanced collaboration, communication, and resources to meet the emerging and ever-changing threat environment. The Office of the Chief Information Officer's IT Security Division remains committed to

continued improvement of the IT security posture at NASA as we prepare for greater challenges, broader missions, increased mobility, and expanded collaboration and data sharing in the 21st century.

Successfully meeting this transformation challenge begins with you. Listed below are cybersecurity tips that will help you in protecting one of our greatest assets, our information.

Cybersecurity tips and best practices:

- Be cautious since destructive malicious software (malware) will use popular communication tools to spread viruses.
- Be aware of the basic signs of a social engineering attack. Question a caller or visitor and withhold information when the request does not seem to be legitimate.

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NASA CENTERS HIGHLIGHT

AMES RESEARCH CENTER

MARIANNE SHELLEY, CONTRACTING OFFICER
NASA AMES RESEARCH CENTER

Bally Ribbon Mills (BRM), a small business located in Bally, PA, has been producing quality woven textiles and narrow fabrics since 1923. The four-generation family-owned business started out as a ribbon and blanket-binding manufacturer. However, after World War II, as technology advances led to the development of new materials such as nylon, polyester, Teflon, and Kevlar, the company adjusted its focus to create a variety of new woven materials, becoming a highly respected leader in the woven narrow fabrics industry.

Despite the increase in foreign competition in the weaving industry, BRM has maintained its hold as a niche manufacturer supplying NASA, the Department of Defense, and the Department of Justice with specialty materials such as webbing for military parachutes and tethers for spacewalking astronauts to keep them close to the International Space Station. Each of the spacesuits of the seven original Mercury astronauts displayed at the Smithsonian Institution has 16 woven tapes made by BRM.

BRM has a 160,000-square-foot facility and approximately 300 employees, many of whom have worked for the company for decades. They specialize in engineered woven narrow fabrics; specialty broadcloth; and woven structures for medical, military, safety, industrial, aerospace, and commercial applications. BRM has some of the industry's most advanced equipment and highly skilled technical staff. Innovations in their loom technology have placed BRM on the leading edge of weaving technology.

Manufacturing capabilities include tapes, webbing, broadcloth, and tubular and multidimensional woven shapes. Yarns used in the weaving process include nylon, polyester, aramid, graphite, glass, quartz, ceramic, silicon carbide, and other advanced materials. To meet the demand for high-performance materials for use in advanced and aerospace composite structures, BRM has developed a three-dimensional (3D) continuous weaving method that produces multilayered textiles that can be fabricated into net-shape structures. This weaving method offers the design engineer involved in aircraft and space applications new solutions to increase strength, save mass, and reduce manufacturing cost.

BRM is committed to creating products that meet all performance requirements and the highest in quality standards. BRM utilizes continuous improvement of its production processes and quality system. BRM's Quality Management System is certified to QS9000 and is registered to ISO 9001:2000 and AS9100. Quality efforts include an emphasis on continuous improvement and defect prevention. The company's in-house quality assurance laboratory operates 24 hours daily to ensure conformance to specifications at every stage of production.

In FY 2012, Ames awarded two contracts to BRM. In one effort, ARC's proposal in response to a NASA Broad Agency Announcement was selected by the NASA Office of the Chief Technologist's Game Changing Technology Division. A sources-sought partnership solicitation posted on the NASA Acquisition Internet Service was performed, and BRM was selected as a partner. NASA ARC is utilizing BRM's unique experience in the development of precisely engineered 3D weaving techniques

to customize material characteristics needed to meet specific mission requirements for protecting space vehicles from the intense heating generated during atmospheric entry. Using woven thermal protection materials, sustainable, scalable, mission-optimized heat shield solutions can be achieved with relatively low life-cycle costs compared with the high costs and long development schedules currently associated with material development and certification.

In FY 2012, BRM was also awarded an SBIR Phase III contract by NASA ARC to develop 3D woven materials for space flight applications; this contract builds on the company's previous SBIR efforts to optimize the multidirectional weaving of fibers. BRM is working with the Adaptive Deployable Entry System Project (ADEPT), a NASA technology development project, to create a space vehicle entry system concept consisting of a series of deployable ribs and struts, connected with a flexible fabric skin to be manufactured by BRM, which, when deployed, will function as a semirigid aeroshell entry system to perform aerocapture and entry, descent, and landing functions.

The BRM engineering and contracts staff works closely with NASA ARC to ensure that NASA's requirements are fully understood. They are always available to consult with the NASA staff to discuss any technical issues. For more information on Bally Ribbon Mills, visit <http://www.ballyribbon.com/>.

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KENNEDY SPACE CENTER

LARRY M. THIRD, SMALL BUSINESS SPECIALIST
NASA KENNEDY SPACE CENTER

Networking and return on investment. Have you ever considered whether the resources expended on networking are worth the return? I would venture to guess that the answer would depend on to whom the question is posed. I posed the question recently to Susan Glasgow, president and chief executive officer, and Ron Prudhomme, chief operating officer, both of Kegman, Inc.

Before we delve into the merits of networking, let's focus a little on Kegman's background. Kegman got its start about 10 years ago installing residential and commercial security alarms. In 2011, a decision was made to venture into the world of Government contracts.

Kegman won its first Government contract at Kennedy Space Center (KSC) this past fall, and networking had a role. Susan had her sights on a requirement in the KSC acquisition forecast. Since she had never pursued a Government contract before, her first step was to learn more about how to do business with NASA and the Federal Government. That opportunity occurred at a matchmaking event hosted by the local procurement technical assistance center (PTAC). Susan sought advice and guidance from the PTAC representative hosting the event, another small business development center representative that was present, and me. She took the advice and guidance provided and prepared a proposal, which was selected for an award.

Kegman, an economically disadvantaged woman-owned small business (WOSB), veteran-owned small business (VOSB), and emerging small business located in Melbourne, FL, currently

operates and maintains the Doppler Radar Wind Profiler at KSC. Because the company is a prime contractor at KSC, Ron and Susan are active members of the KSC Prime Contractor Board (PCB).

Kegman did not cease networking just because it now has a Government contract; the company actually has increased its networking efforts. As mentioned above, Kegman's executives are among the newer KSC PCB members. As KSC PCB members, they are constantly networking with small business firms they meet during joint counseling and other KSC small business outreach events. While networking at the KSC Woman-Owned Small Business Industry Day this past spring, they met a large business with multiple Government contracts. Recent discussions sound promising.

Not only do they utilize networking to seek opportunities for themselves, but they also utilize networking to offer business advice to other small business firms and help other small business firms find opportunities within NASA and other agencies. Through networking, Kegman provides guidance to small business firms on using the Federal Business Opportunity and NASA Acquisition Internet Service Web sites; collaborates on business opportunities; provides guidance on the facility security clearance process; forwards opportunities to other small businesses; and has teamed up with other small business firms, leveraging the capabilities of both companies.

With all that said, is the return on networking worth the investment? To borrow a quote from Susan and Ron: "It absolutely is."

To learn more about Kegman, Inc., visit <http://www.kegmaninc.com/>.

Interested in doing business with NASA KSC? Visit <http://procurement.ksc.nasa.gov/ciao.htm>.

Office of the Chief Information Officer Update (continued from page 4)

- Reduce your risk of downloading unwanted malware and spyware. Ensure that your browser setting is high enough to detect unauthorized downloads.
- Before you click, remember that links in e-mail, tweets, posts, and online advertising are often the way criminals compromise your computer.
- Be extra careful with your Social Security number (SSN). In the wrong hands, your SSN can be used by someone to impersonate you in order to steal from your accounts.
- Always protect your laptop and the information stored on it in case loss or theft occurs.

If you have questions, suggestions, or tips for improving cybersecurity at NASA, please send them to *Agency-IT-Security@mail.nasa.gov*.

MENTOR-PROTÉGÉ PROGRAM

TABISA T. TEPFER, PROGRAM MANAGER
NASA OFFICE OF SMALL BUSINESS PROGRAMS

The NASA Mentor-Protégé Program helps small businesses (protégés) successfully compete for prime contract and subcontract opportunities by partnering with large businesses (mentors) under individual agreements.

These partnerships have delivered a variety of products and services that enhance NASA's mission and vision in areas such as engineering services, information technology, robotics, manufacturing, telecommunications, environmental remediation, and health care.

The Office of Small Business Programs has been looking at ways to enhance the Mentor-Protégé Program, to make it easier to participate, and to get more value for the protégés to make them more valuable NASA suppliers. OSBP has consolidated the feedback it received from active mentors and protégés and has proposed the following changes for FY 2013:

1. **FY 2013 1-year pilot program:** OSBP will suspend submission cycles and accept Mentor-Protégé agreements all year.
2. **Review timeframe:** OSBP will guarantee a decision on whether the agreement is approved or not within 2 weeks (10 business days), excluding holidays and other days the Federal Government is closed for business.
3. **Agreement receipt notification:** When an agreement is received from the Centers for review, an e-mail will be sent to the SBS and the mentor point of contact to acknowledge that the agreement has been received and is under review.
4. **Changes to the agreement:** If OSBP has identified revisions that have to be made to an agreement, an e-mail will be sent to the mentor and SBS to let them know what revisions are required and to provide a timeframe during which the mentor will have to respond to the request.
5. **Agreement kickoff meeting:** A kickoff meeting will be held, in person or via teleconference, with the OSBP Mentor-Protégé Program Manager, the contracting officer, the SBS, the mentor, the protégé, and the technical points of contact. The purpose of the meeting is to ensure that the stakeholders understand the expectations of the partnership and the outcomes of the agreement.
6. **Mentor-Protégé awards:** OSBP would like to recognize the outstanding mentor-protégé teams making the biggest contributions to the Agency. All eligible nominations are submitted by the Centers and reviewed by a panel nominated by the OSBP Associate Administrator. He also determines the number of awards that are selected each year. The award would be handed out at the annual symposium ceremony. For further information and details on the criteria, please visit the OSBP Web site.

SOCIAL MEDIA

The NASA Office of Small Business Programs (OSBP) has a new Facebook page! Why? NASA OSBP would like the public to have instant access to small business information. Whether it is news that impacts the small business community, outreach and matchmaking events, or procurement opportunities—we want to simplify the process.



So please take a moment to like us on Facebook (<http://www.facebook.com/NASASmallBusiness>) or follow us on Twitter (https://twitter.com/NASA_OSBP). It will only take a few minutes of your time, and it will be well worth the effort! Besides, we would love to hear from you!



WHERE SMALL BUSINESS DIFFERS



BUSINESS MAKES A BIG DIFFERENCE



NASA HUBZONE INDUSTRY DAY

(REPRINTED WITH PERMISSION)
DOREEN ZUDELL, EDITOR
AEROSPACE FRONTIERS

Glenn Research Center (GRC) hosted its Industry Day for the Historically Underutilized Business Zone, or HUBZone, on June 19 at the Ohio Aerospace Institute. The event enabled companies to meet with decision makers to learn more about doing business with NASA. Over 300 people attended, including 221 small business representatives—82 from HUBZone businesses, the targeted audience for the event.

Attendee Type	Attendees	Companies
Total small business	221	187
8(a)	10	10
SDB	15	10
WOSB	40	38
HUBZone	82	62
SDVOSB	4	3
VOSB	12	7
Other than small business	40	30
Government	79	4
Other than Government	261	217
Total	340	221

NASA GRC HUBZone Industry Day, June 19, 2012, in Cleveland, OH:

1. NASA Small Business Specialist Council.
 2. NASA GRC Small Business Specialist Teresa L. Monaco.
 3. Mayor Mark Elliott of Brook Park, OH.
 4. Attendees waiting on matchmaking sessions with NASA and large prime contractors.
 5. NASA Small Business Specialists and program offices counseling companies during a matchmaking session.
 6. NASA OSBP Associate Administrator Glenn A. Delgado taking a photo "in space."
 7. NASA Small Business Council team members counseling companies at a booth.
 8. NASA Associate Administrator for Mission Support Directorate and former NASA GRC Center Director Dr. Woodrow Whitlow, Jr., giving remarks.
 9. SBA Special Advisor to the Associate Administrator of Government Contracting and Business Development John Spears.
 10. Dr. Woodrow Whitlow, Jr.
 11. Glenn A. Delgado with an "astronaut."
- Photos by Bridget Caswell.

NASA SMALL BUSINESS OUTREACH



Industry Advisory Council (IAC) Small Business Conference, May 7, 2012, in Washington, DC: 1. OSBP Program Manager Richard Mann (far left) participates on a panel at the American Council for Technology (ACT).

Veteran Entrepreneur Training Symposium (VETS), June 11–14, 2012, in Reno, NV: 2, 3. OSBP team members counsel companies at a booth. 4. OSBP Program Manager Richard Mann (right) with award winner from NASA Goddard Space Flight Center. 5. OSBP Program Manager Richard Mann participates in matchmaking at the event.

National Veteran Small Business Conference, June 26–29, 2012, in Detroit, MI: 6. OSBP Program Manager David Grove captures a "view from above" during the conference registration.

IMPORTANT DATES TO REMEMBER

NEW TO OSBP

CHRIS J. GREY, PROGRAM ANALYST
NASA OFFICE OF SMALL BUSINESS PROGRAMS

I've been living in the Washington, DC, area for about a year now and have enjoyed every minute of it. Before coming on board with the NASA OSBP, I worked as a financial analyst with the Marine Corps System Command at Quantico, VA, on the Mine Resistant Ambush Protected Vehicle program. My



pre-Government professional life included valuable experience working at DISH Network and onsite at a retirement community. After attending Virginia Commonwealth University in Richmond for a year, I transferred to Virginia Tech and became engrained in Hokie culture. I graduated in 2009 with a degree in communication, and I am currently working my way through my master's degree. I was born in New Orleans, LA, but was lucky enough to have a Marine for a father, so I was raised all over the world—from Cleveland to Japan—but will always consider Louisiana home. In my free time, I'm an avid music fan and spend a lot of time enjoying concerts here in the city. I'm excited to dive into the amazing work that the NASA OSBP does and look forward to working with the extended NASA team.

U.S. SBA PROCUREMENT CENTER REPRESENTATIVES (PCRs)

Procurement Center Representatives (PCRs) increase the small business share of Federal procurement awards by initiating small business set-asides, reserving procurements for competition among small business firms, providing small business sources to Federal buying activities, and counseling small firms. In addition, PCRs advocate for the breakout of items for full and open competition to affect savings to the Federal Government.

For additional information, visit <http://www.sba.gov/content/government-contracting-field-staff-directory>.

OSBP WEB SITE

The NASA OSBP Web site helps individuals and companies to navigate small business policies, procedures, and best practices at NASA.

The purpose of the Web site, <http://www.osbp.nasa.gov>, is to share the vision of the Small Business Program at NASA, as well as provide pertinent information on how to do business with NASA.

NASA KSC HUBZone Industry Day & EXPO 2012

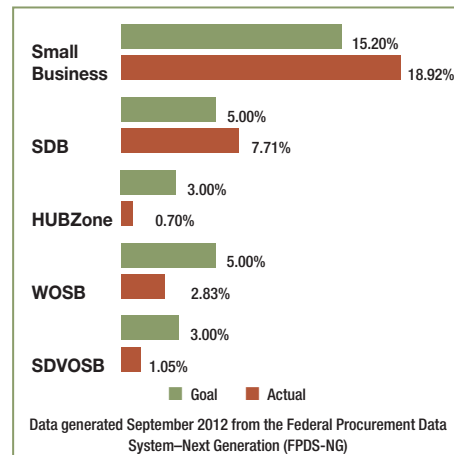
October 16, 2012
Port Canaveral, FL
<http://expo.ksc.nasa.gov>

MED Week 2012
December 5–6, 2012
Washington, DC
<http://www.medweek.gov>

For more OSBP calendar dates, visit our Web site at <http://www.osbp.nasa.gov/>.

METRICS UPDATE

FY 2012 NASA Agency Prime Goals vs. Actual Percentages AS OF SEPTEMBER 10, 2012	
CATEGORY	DOLLARS
Total Dollars	\$ 11,903,129,378
Small Business	\$ 2,251,711,883
SDB	\$ 917,546,447
8(a)	\$ 443,426,179
HUBZone	\$ 83,549,746
WOSB	\$ 336,469,248
SDVOSB	\$ 125,050,966



OSBP STAFF

THE OSBP OFFICE IS A TEAM COMMITTED TO PROVIDING EXCELLENCE IN SERVICE AND INFORMATION TO THE SMALL BUSINESS COMMUNITY.

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OSBP NEWSLETTER ARTICLE SUBMISSION SCHEDULE

DEADLINE	PUBLISHED
January 31	March
April 30	June
July 31	September
October 31	December



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