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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.

FY 2011 NASA SMALL BUSINESS ADMINISTRATOR'S CUP AWARD WINNER—STENNIS SPACE CENTER



NASA Administrator Charles F. Bolden, Jr., (far left) and NASA Office of Small Business Programs (OSBP) Associate Administrator Glenn A. Delgado (far right) present NASA's Small Business Administrator's Cup Award to John C. Stennis Space Center (SSC) in recognition of Stennis's stellar small business program for fiscal year (FY) 2011. Receiving the award on April 20 were (middle, left to right) Stennis Procurement Office personnel Michelle Stracener and Rob Harris, along with Stennis Space Center Director Patrick Scheuermann. Bolden and Delgado presented the award during an onsite visit on April 20. The NASA Small Business Administrator's Cup Program annually recognizes the NASA Center with the best overall small business program, and the award is sponsored by the NASA Office of Small Business Programs to honor successful and innovative practices that promote small business participation in NASA initiatives.

SMALL BUSINESS SUCCESS STORY—SYNEREN TECHNOLOGIES CORPORATION

SMALL BUSINESS INDUSTRY ASSISTANCE OFFICE TEAM
NASA GODDARD SPACE FLIGHT CENTER



Syneren Technologies Corporation is a certified 8(a), small disadvantaged, woman- and minority-owned small business that provides services in the areas of software and systems engineering, information technology (IT) systems support, independent verification and validation, and program support. Syneren's commitment to continuous quality improvement is demonstrated by its Capability Maturity Model Integration (CMMI) Maturity Level 3 external appraisal and International Organization for Standardization (ISO) 9001:2008 registration. Syneren was founded in 2003 by President and Chief Executive Officer Meg Vootukuru and is located in Lanham, MD, and Arlington, VA. After a number of years working in private industry, Vootukuru started Syneren with a "desire to successfully run a business and create jobs, with a commitment to providing quality-driven exceptional services and products, resulting in a faster time-to-market and cost savings."

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MISSION STATEMENT

The NASA Office of Small Business Programs provides expertise on the utilization of all categories of innovative small business, including minority educational institutions that can deliver technical solutions in support of NASA, and ensures that the Agency is compliant with all Federal laws, regulations, and policies regarding small and disadvantaged business utilization.

As of November 2, 2011

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SBS SPOTLIGHT



RANDY A. MANNING,
SMALL BUSINESS
SPECIALIST
NASA LANGLEY
RESEARCH CENTER

Randy A. Manning is the Small Business Specialist (SBS) at the NASA Langley Research Center (LaRC) in Hampton,

VA. He is responsible for the overall administration, planning, coordination, compliance, and implementation of the NASA Small Business Program at LaRC. As LaRC's small business advocate, Manning has a strong commitment to helping small and minority businesses grow and succeed through Federal contracting. He strives to expand and promote opportunities for small, disadvantaged, 8(a), woman-owned, Historically Underutilized Business Zone (HUBZone), veteran and service-disabled veteran-owned small businesses.

Manning attended the Northern Virginia Community College, Athens State College, Virginia Polytechnic Institute and State University, and George Washington University. He holds a bachelors in education, a bachelors in biology, and a masters in human resources development.

After graduation from college, Manning taught various science courses on the junior high and high school level in the public school systems in Alabama for 5 years. In addition, he worked as a college recruiter in the Alabama school system.

Manning began his career at Langley in 1975 with 38 years of Federal experience. During his first 15 years in the Office of Personnel/Office of Human Capital Management, he worked in the areas of staffing, classification, awards, and training and as a co-op coordinator. Later, he worked in the Office of Procurement as a senior program analyst, administering Langley's Contractor Industry/Industrial Relations Program and the Industry Assistance Program.

What made you want to become a Small Business Specialist?

To become an ombudsman/liaison for the small business community, providing guidance and advice on Government contracting opportunities. Also, becoming a mentor or counselor to our Langley Research Center's small business family.

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

As a Small Business Specialist, one aspect that I enjoy is to ensure that a percentage of the Government's work is set aside for small business, which in turn will help to stabilize the Nation's economy since small business firms represent 95 percent of all employer firms and employ about half of all private sector employees.

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

With many Federal agencies facing budget cuts, it will be a challenge for agencies to create new opportunities. As a result, the potential lack of opportunities will adversely impact set-asides for small business. I recognize that the success of small business is critical to our economic recovery and strength and every effort must be made in order to achieve Agency small business goals, especially in these difficult economic times.

Another challenge encountered under existing large business contracts are Organizational Conflicts of Interest (OCIs). Because small businesses are less likely to become conflicted and are better able to identify and manage OCIs, small business contracts have reduced the risk of adverse impact to NASA missions resulting from OCIs. Thus, the decision to pursue small business set-asides proves to be a very effective risk-reduction strategy. As a small business, corporate management has insight into all aspects of the company's interests and is more likely to actively engage in monitoring OCI matters. In addition, the small business set-aside acquisition strategy fosters effective competition, and competition is widely viewed as an essential component of improved quality and efficiency.

OFFICE OF SMALL BUSINESS PROGRAMS



AA's CORNER

As I sit here thinking of what to write about this quarter, I just realized we are already in the third quarter of fiscal year 2012. The NASA OSBP team has been busy working the numerous White House, SBA, and U.S. Office of Management and Budget (OMB) issues dealing with all the new initiatives and regulations that affect or will affect small businesses in the near future. The OSBP team has also been working with the SBA to finalize the Agency's final fiscal year 2011 numbers and scorecard grade. Based on our initial calculations, it appears that NASA will receive a grade of "B," which is an improvement over our fiscal year 2010 grade of a "C." As I previously stated in my last column, NASA was one of only three of the top seven Federal agencies that met or exceeded their negotiated small business goals for fiscal year 2011. As shown in this newsletter, NASA is currently exceeding our SBA/OMB negotiated fiscal year 2012 goals. I attribute this success to the synergy between the Agency's procurement, technical, and small business personnel. Over the last 3 years, I have personally watched this synergy build due to the unwavering support of the program by NASA's senior leadership, especially Administrator Bolden, the Mission Directorates, Center Directors, and the Assistant Administrator for Procurement, William McNally.

On March 29, NASA held its second specialized outreach event at Marshall to focus on Women-Owned Small Businesses. Of the 265 businesses that attended the event, 190 of them were Women-Owned Small Business. These companies met with Marshall technical personnel and participated in matchmaking with the Center's large business prime contractors and the Small Business Specialists from other NASA Centers. The next specialized outreach event is scheduled for HUBZone companies at the Glenn Research Center on June 19, 2012. I hope to see many of you there.

(continued on page 3)

SMALL BUSINESS GRAMS



AA's Corner (continued from page 2)

On April 20, Administrator Bolden and I had the great pleasure of presenting the FY 2011 Administrator's Cup to Stennis Space Center. While we were there, you could feel the pride of every member of the Stennis community, both civil service and contractors alike. I was very impressed by the work ethic everyone had in completing their jobs. The auditorium was overflowing with pride and excitement when the Administrator's Cup was presented to Center Director Patrick Scheuermann, Procurement Officer Rob Harris, and Small Business Specialist Michelle Stracener. Congratulations, Stennis, for a job well done.

One of the White House's and SBA's major areas of focus is the level of support by the Agency's senior management. On April 26, the majority of NASA's senior management participated in a 90-minute small business training course to obtain a better understanding of the various small business programs and regulations.

NASA was asked by the SBA and OMB to make presentations at two separate high-level meetings to share, with the other Federal agencies, what it considered to be "best practices" in the Federal Government. Administration Bolden gave the presentation on how we raise awareness of the Small Business Program to Agency senior management, and I presented our newly implemented Technical Coordinator Program and our new procurement forecasting tools. Both briefings were well received and are currently being evaluated for implementation across the Federal Government.

As I close, I want to thank the Agency Small Business Specialists and everyone involved in the acquisition process for their support of the Small Business Program and say congratulations to Stennis Space Center for winning the fiscal year 2011 Administrator's Cup Award.

GLENN A. DELGADO

ASSOCIATE ADMINISTRATOR
NASA OFFICE OF SMALL BUSINESS PROGRAMS

NASA PROCUREMENT

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

Myth Busters

Myth Busting

Requiring NASA Experience to Obtain a NASA Contract

MYTH: A company needs to have experience on a NASA contract before we will consider that company for any NASA work. Essentially, we will not sign a contract with a company we have not worked with before.

TRUTH: All NASA vendors started out as new vendors with no NASA experience. If the myth were true, we would have no contractors at all. Contractors do not need NASA experience or Government experience to get a contract with us. Today, we have a competitive marketplace. We want the contractor that will provide the best solution, not necessarily one with a NASA track record.

When selecting contractors to provide products or services, NASA will use contractors that have a track record of successful past performance or that demonstrates a current superior ability to perform.

When assessing contractors that have no relevant past performance or no available past performance information, the contractors receive neutral ratings and are not evaluated favorably or unfavorably.

Unfortunately, a number of people think this myth is true. Having prior NASA experience is *NEVER* a requirement of our solicitations. We do not look for NASA past performance. We look at Federal (including NASA, if available) and/or commercial past performance.

We are actively working to stamp out this myth. If you hear someone talk about needing NASA experience as a prerequisite for a NASA contract, you can stamp out this myth, too. Get involved and replace the myth with the truth.

You'll be helping both industry and NASA.

For additional information, visit <http://www.hq.nasa.gov/office/procurement/>.

NASA ACQUISITION FORECAST

It is NASA policy (see NASA Federal Acquisition Regulation [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 with the aim of increasing industries' advance knowledge of NASA requirements and enhancing competition.

The procurements described in this forecast are expected to be solicited 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. These data are for planning purposes only; they do not represent a presolicitation synopsis or constitute an invitation for a 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 and the NASA Acquisition Internet Service for the actual notice of a pending contract action.

The *New Consolidated Agency-wide Acquisition Forecast* allows 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 data sets.

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

SCIENCE MISSION DIRECTORATE UPDATE

BY JENNIFER FARRAR AND
GREG WILLIAMS

STRATEGIC INTEGRATION AND MANAGEMENT DIVISION
NASA SCIENCE MISSION DIRECTORATE

NASA's Science Mission Directorate (SMD) seeks answers to fundamental science questions that affect us all. How and why are Earth's climate and environment changing? How and why does the Sun vary and affect Earth and the rest of the solar system? How do planets and life originate? How does the universe work, and what are its origin and density? Are we alone?

SMD is currently developing the James Webb Space Telescope (JWST), for launch in 2018, which will help scientists answer the latter two of these profound questions. As the premier observatory of the next decade, the JWST will be the largest space telescope ever built, approximately the size of a Boeing 737 airplane, and will succeed the Hubble Space Telescope. The JWST is optimized to study the universe primarily in the infrared portion of the spectrum, allowing it to look farther into space than ever before. The JWST's four science themes include the following topics:

- "The End of the Dark Ages: First Light and Reionization," to study the first signs of light and the history of ionization in the universe;

- "The Assembly of Galaxies," to follow the evolution of galaxies and dark matter;
- "The Birth of Stars and Protoplanetary Systems," to examine how the first stars and planets were formed; and
- "The Planetary Systems and the Origins of Life," to look for the presence of the building blocks of life in other solar systems.

To fulfill its mission, JWST will be equipped with breakthrough technologies, including a folding, segmented primary mirror 6.5 meters in diameter that will adjust to shape after launch and a sun-shield that will unfold to approximately the size of a tennis court after launch. It will feature four science instruments: the Near InfraRed Camera (NIRCam), the Near InfraRed Spectrograph (NIRSpec), the Mid-InfraRed Instrument (MIRI), and the Fine Guidance Sensor/Near InfraRed Imager and Slitless Spectrograph (FGS-NIRISS).

The SMD often turns to small businesses to take the lead in developing cutting-edge technology for its projects, even major ones like the JWST. Genesis Engineering Solutions (GES) is an excellent example of such collaboration. Founded in December 1993, GES is a privately owned company located in Lanham, MD. GES specializes in producing protective enclosures to carry mission-critical hardware into orbit, and the company participates

in every stage of the enclosures' development, from designing, building, and testing to providing operational support. GES provided protective enclosures for the Hubble Space Telescope and for every Hubble servicing mission, as well as for missions to the International Space Station. NASA's OSBP recognized GES as Goddard Space Flight Center's Small Business Prime Contractor of the Year for 2011.

GES is now partnering with the SMD to develop the Integrated Science Instrument Module (ISIM) Electronics Compartment (IEC), a vital component of the JWST. Essentially a state-of-the-art radiator, the IEC uses a reflective louver system to prevent heat generated by the JWST's other components from interfering with the infrared observation mirrors. GES's innovative design for managing the safe release of electronics-generated heat away from the instruments and the Sun shield is especially critical to mission success since JWST will observe in the infrared spectrum and thus require an operating temperature of 40 kelvins. GES is also collaborating with the SMD on the Optical Simulator (OSIM) of the JWST Optical Telescope Element (OTE).

Find out more about the James Webb Space Telescope at <http://www.jwst.nasa.gov>. Information about Genesis Engineering Solutions is available at <http://www.genesisesi.com>.

OSBP PROGRAM MANAGER HIGHLIGHT SOLUTIONS FOR ENTERPRISE-WIDE PROCUREMENT (SEWP) V GEARING UP

BY RICHARD L. MANN, PROGRAM MANAGER
NASA OFFICE OF SMALL BUSINESS PROGRAMS

NASA's SEWP program is gearing up for SEWP V, or its fifth cycle of contracts. The SEWP IV contracts expire in 2014, and SEWP V is the re-compete. The SEWP Web site, <http://www.sewp.nasa.gov>, indicates that there is an e-mail list registration. Those who sign up for it will receive updates on SEWP V.

SEWP is a Government-Wide Acquisition Contract (GWAC) offering a vast selection and wide range of advanced technology computers and servers along with peripherals, network equipment, storage devices, software, and other IT products and related product solutions. SEWP serves all Federal agencies and their authorized contractors. SEWP IV has five different groups of contractors, including a small business set-aside group, a service-disabled veteran-owned set-aside group, and an 8(a) group. SEWP V may or may not have the same groups, depending upon the results of market research.

The SEWP office is conducting 60 one-on-one

meetings with potential vendors. The purpose of these interviews is to give industry an opportunity to provide the Government with the latest information on current and upcoming IT products and trends as well as the following procurement topics:

- cloud computing, including acquisition issues and Federal Risk and Authorization Management Program (FedRAMP) certification;
- small business capabilities, including reseller and manufacturer roles for small businesses in IT product acquisition;
- supply chain management, including mitigating risks for counterfeit and tainted products; and
- other topics related to upcoming technology or IT acquisition concerns.

When these interviews were announced, the slots filled up literally overnight. There will be further opportunities for all interested parties to provide feedback and comments as the process for SEWP V continues. In addition to the aforementioned e-mail notifications, SEWP V activities will be announced as

information becomes available through FedBizOpps.gov and other appropriate mechanisms.

While NASA's small business prime metric is doing well this year, the Service-Disabled Veteran-Owned Small Business SDVOSB and HUBZone categories continue to present challenges. SEWP V is an excellent (and rare) opportunity to address these challenges over the long term. The White House's recent emphasis on the use of GWACs to increase its small business metrics only increases the importance of capitalizing upon this opportunity. Thus, the Office of Small Business Programs strongly encourages Centers to ensure that IT commodities vendors in the HUBZone and SDVOSB categories respond—and respond properly—to SEWP V outreach and market research efforts.

LANGLEY RESEARCH CENTER

BY ROBERT L. YANG, SBIR/STTR TECHNOLOGY PROGRAM MANAGER
NASA LANGLEY RESEARCH CENTER

Created with the mission of bridging the gap between Government-funded research and development (R&D) and successful commercialization, the NASA TecFusion program works within multiple markets to identify and facilitate partnerships between large and small business. Developed by the Langley Small Business Innovation Research (SBIR) team, TecFusion assists U.S.-based small businesses enrolled in the SBIR or Small Business Technology Transfer (STTR) program to gain exposure to large, technology-seeking companies. By facilitating relationships between small and large business, TecFusion leverages third-party (non-Government) investments in proven small businesses. The overarching impact of TecFusion is to bring further benefit to the Nation from the investment made in technological innovation by the U.S. Government.

Short-term impacts of the TecFusion program include (1) enabling new partnerships between small and large companies; (2) mentoring small businesses; (3) exposing large companies to mid-stage innovations; (4) maturing mid-stage, Federally funded innovations using non-Federal funding; and (5) accelerating commercialization of small business-developed innovations. Long-term impacts include (1) fostering viable new products which will create jobs, support the marketplace, and spur economic growth by leveraging Government investment; (2) developing and mentoring small businesses that are well positioned to produce products for NASA and non-aerospace markets; and (3) developing products that Federal agencies can

purchase as commercial-off-the-shelf products.

The successful TecFusion model has been expanded to include two additional domains: TecFusion.gov and TecFusion.state. In TecFusion.gov, the NASA TecFusion team works closely with Center personnel to identify small businesses that can support mission needs. Program and project managers, bid and proposal teams, procurement managers, and individual researchers can contact the TecFusion team and discuss partnership opportunities available to them in the form of SBIR/STTR-funded businesses. Through the SBIR/STTR procurement mechanism, contracts can be put in place quickly and without additional competition, making technology immediately available. When small businesses can be identified to fill technology gaps, the mission will benefit from cost, schedule, and risk reductions. Partnering with an SBIR/STTR-funded business can increase the competitiveness of a proposal by providing unique innovations or by addressing the requirement for small business involvement in the proposal.

The TecFusion program also complements and expands the NASA Mentor-Protégé Program managed by the Agency's OSBP. As with OSBP's Mentor-Protégé Program, TecFusion encourages NASA prime contractors to partner with small

businesses; establish long-term business relationships; and increase the cadre of small businesses that participate in NASA-sponsored research or development. This relationship enables additional value to flow back into NASA and the commercial markets and increases the value of the investment made. TecFusion expands on OSBP's Mentor-Protégé Program by including large businesses, beyond the NASA primes, as mentors.

TecFusion.state was developed to promote the growth of technology businesses in Virginia. It also supports the Center's efforts in accelerating technology transfer and encouraging growth in the manufacturing sector. The TecFusion team works closely with economic development organizations to address the needs throughout the state.

The continued growth of the TecFusion model shows that it is highly adaptable in maintaining its effectiveness. In the end, the ultimate goal remains focused on bridging the gap between Government-funded R&D and successful commercialization.

For more information about TecFusion, please visit the following sites: <http://www.teccenter.org/tecfusion/>, <http://nspires.nasaprs.com/external/solicitations/solicitations.do?method=open&stack=push>, and <http://technologygateway.nasa.gov/>.

MARSHALL SPACE FLIGHT CENTER (MSFC) Hosts NASA WOMAN-OWNED SMALL BUSINESS INDUSTRY DAY

BY DAVID E. BROCK, SMALL BUSINESS SPECIALIST
NASA MARSHALL SPACE FLIGHT CENTER

On March 29, 2012, Marshall served as host of the NASA Woman-Owned Small Business (WOSB) Industry Day at the Huntsville Museum of Art in Alabama. More than 600 business representatives were in attendance, representing 225 WOSBes. The event began with a welcome by Huntsville Mayor Tommy Battle and was followed by opening remarks from Robin Henderson, MSFC Associate Director, and Teresa Foley-Batts, Manager, Policy and Information Management Office, Office of Procurement. These speakers were followed by Glenn Delgado, NASA OSBP Associate Administrator, who provided an NASA OSBP update.

At the event, business representatives were afforded the opportunity to participate in several planned workshops that included the following topics: introduction to the WOSB Program, responding to sources sought announcements/requests for information, introduction to the new NASA Acquisition Forecast Tool, registration in the NASA Vendor Database, and one-on-one business matchmaking sessions between MSFC major large and small business prime contractors and SBSes from each NASA Center. The marketplace was also open throughout the day for businesses to meet with MSFC small business technical coordinators, Office of Procurement personnel, prime contractors, and Center SBSes. Representatives

from the Marshall Prime Contractor Supplier Council and Small Business Executive Leadership Team, the U.S. Small Business Administration (SBA), the local procurement technical assistance center and the small business development center, and local organizations including the Huntsville and Madison Chambers of Commerce and the Women's Business Center of North Alabama also met with those in attendance.

NASA has placed high importance on achieving the WOSB goal for fiscal year 2012 and beyond and therefore was seeking the maximum practicable attendance and participation of WOSBes at this event. Based on feedback, the event was a tremendous success, with everyone in attendance making valuable contacts and gaining important exposure to the NASA marketplace.



WHERE SMALL BUSINESS DIFFERS

SYNEREN TECHNOLOGIES CORPORATION (continued from page 1)

Syneren has earned business with a wide variety of Government and private industry customers, including the U.S. Department of Transportation, the U.S. Department of Commerce, the U.S. Department of the Treasury, the Federal Aviation Administration, the U.S. Air Force, the Boeing Company, and the National Aeronautics and Space Administration (NASA), among others. Syneren was selected in March 2009 by the Department of Transportation as the Small Business of the Year for providing exceptional performance and high-quality deliverables on two mission-critical systems.

At NASA Goddard Space Flight Center (GSFC) in 2011, Syneren was successful in obtaining two contracts under the 8(a) Program valued at a total combined value of approximately \$7 million. Under these contracts, Vootukuru explained that “Syneren is working with Goddard’s Code 600, the Science and Exploration Directorate, to provide education and public outreach and Web content development for science Web sites and to provide administrative and program support services for code 660 [Astrophysics Science Division].” Vootukuru added that Syneren has collaborated “with NASA GSFC through research and development projects, publishing technical papers to analyze costs on hardware projects and develop new technology on the next generation [of] instrument flight hardware for onboard space science data processing and [the] subcontracting work on [the] Landsat Data Continuity Mission (LDCM) Thermal Infrared Sensor (TIRS) program, a space flight instrument.”

Vootukuru says that truly caring for the customer and making the customer’s mission number one is the key to her company’s success. Vootukuru added that Syneren “always

delivers the best services irrespective of profit.”

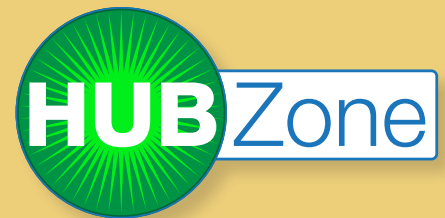
Syneren’s philosophy makes quality of work a priority at all times. Vootukuru stated that a key to Syneren’s success has been having great project management and technical experts carefully monitoring projects as well as keeping the project on schedule and moving in the right direction.

One of the biggest obstacles for a small business such as Syneren, according to Vootukuru, is that contractors who currently work for Government agencies may sometimes have more access to information than newer companies. To mitigate this advantage, Vootukuru found that working closely with agencies’ small business offices to obtain guidance and to make vital customer connections, for the purpose of seeking out and obtaining work, was invaluable. Networking early and very actively is another critical aspect of success, from Syneren’s perspective. Vootukuru stated that companies need to “be available all the time to be in the right place at the right time” to successfully obtain work. Vootukuru advised that in order to achieve success other small businesses should “continue to work hard and to never give up.”

Vootukuru observed that “any small business wants to grow their company, and that to do this they must deliver on their promises to customers.” Syneren continues to deliver on its promises to customers and seeks to prove itself on a larger scale at NASA.

To learn more about Syneren, please visit <http://www.syneren.com>.

NASA HUBZONE INDUSTRY DAY



The NASA HUBZone Industry Day event is an opportunity for companies to meet with decision makers regarding doing business with the Agency. The targeted audience for this event is HUBZone companies. However, all small businesses may register to attend.

Attendees will also hear from Small Business Program Managers/Specialists from every Center, Small Business Technical Coordinators and other members of the Glenn Research Center (GRC) technical community, and GRC onsite contractor representatives, as well as from members of the U.S. Small Business Administration; the Procurement Technical Assistance Center (PTAC) in Columbus, OH; the U.S. General Services Administration; and the NASA Solutions for Enterprise Wide Procurement (SEWP) program.

About PTACs: Congress created Procurement Technical Assistance Centers (PTACs) to help businesses that are seeking to compete successfully in Federal, state, and local government contracting. Funded through cooperative agreements between the U.S. Department of Defense (DOD) and state and local entities, PTACs provide a range of expert services at little or no charge.

To learn more about the event, visit <http://1.usa.gov/NASAHUBZoneIndustryDay>.

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!



BUSINESS MAKES A BIG DIFFERENCE



NASA SMALL BUSINESS OUTREACH



MSFC WOSB Industry Day, March 29, 2012, in Huntsville, AL: 1. OSBP Program Analyst (contractor) Raymond Moore counsels attendees at the NASA Woman-Owned Small Business (WOSB) Industry Day, which drew more than 300 participating companies. 2. OSBP Program Manager Richard Mann at the NASA booth. 3. NASA Ames Research Center Small Business Specialist Christine Munroe and OSBP Program Manager Tabisa Tepfer greet each other at the NASA WOSB Industry Day event. 4. Members of the NASA Small Business Specialist Council are ready to assist event attendees. Photo credit: NASA Small Business Specialist Council. **HUBZone Small Business Summit, April 11, 2012, in Chicago, IL:** 5. OSBP Program Manger Tabisa T. Tepfer counsels during the Matchmaking event. 6. OSBP Program Analyst (contractor) Truphelia M. Parker at the NASA exhibit booth. Photo credit: HUBZone Contractors National Council. **Kennedy Space Center (KSC) WOSB Industry Day, April 17, 2012, at KSC, FL:** 7. Outside the KSC WOSB Industry Day event. 8. NASA OSBP Associate Administrator Glenn A. Delgado speaks at the KSC Industry Day. Photo credit: NASA Small Business Specialist Council. **OSDBU Procurement Conference, April 19, 2012, in Washington, DC:** 9. GSFC Small Business Specialist Jennifer Perez is excited to help businesses at the Office of Small and Disadvantaged Business Utilization (OSDBU) Procurement Conference. 10. NASA OSBP Program Manager David B. Grove moderates the session "Subcontracting: Doing Business with Prime Contractors." 11. NASA OSBP Associate Administrator Glenn A. Delgado at the Town Hall Session. Photo credit: Federal Business Council, Inc.

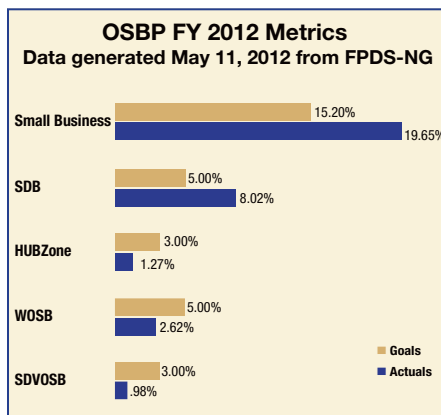
IMPORTANT DATES TO REMEMBER

OSBP NEWSLETTER ARTICLE SUBMISSION SCHEDULE:

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

METRICS UPDATE

FY 2012 NASA Agency Prime Goals vs. Actual Percentages AS OF MAY 11, 2012	
CATEGORY	DOLLARS
Total Dollars	\$ 7,603,128,692
Small Business	\$ 1,493,685,998
SDB	\$ \$610,062,856
8(a)	\$ 267,750,208
HUBZone	\$ 96,541,444
WOSB	\$ 199,471,202
SDVOSB	\$ 74,702,058



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>.

Veteran Entrepreneur Training Symposium (VETS)

June 11–13, 2012 | Reno, NV | Web site: <http://www.veterantrainingsymposium.com>

NASA Glenn Research Center HUBZone Industry Day

June 19, 2012 | Cleveland, OH | Contact: Sandra Gerlach, sandra.l.gerlach@nasa.gov, 216-433-3764 | Web site: <http://nasahubzoneindustryday.eventbrite.com/>

National Veterans Conference

June 26–29, 2012 | Detroit, MI | Web site: <http://www.nationalveteransconference.com>

National HUBZone Conference

September 5–7, 2012 | Washington, DC | Web site: <http://www.hubzonecouncil.org>

Minority Enterprise Development (MED) Week 2012

September 24–27, 2012 | Washington, DC | Web site: <http://www.medweek.gov>

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

NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

FY 2011 Small Business Procurement Scorecard

FPDS-NG Prime Contracting Data as of April 27, 2012
eRSR Subcontracting Data as of April 27, 2012

B
95.97%

Prime Contracting Achievement:		75.10%
	2011 GOAL	2011 ACHIEVEMENT
Small Business	15.90%	17.82% (\$2.5 B)
Women-Owned Small Business	5.00%	2.79% (\$386.5 M)
Small Disadvantaged Business	5.00%	7.09% (\$982.6 M)
Service-Disabled Veteran-Owned Small Business	3.00%	1.29% (\$178.4 M)
HUBZone	3.00%	0.77% (\$106.9 M)

NASA is very proud to be one of only three of the top seven Federal agencies to have exceeded its FY11 small business goals by awarding approximately \$2.5 billion directly to small businesses. NASA awarded an additional \$65 million directly to small businesses when compared to FY10, despite a \$1.7-billion decrease in procurement dollars available for small business awards from FY10. This increase demonstrates NASA's strong commitment to the Agency's small business program. NASA also exceeded its FY11 SDB goal; however, the Agency was unable to achieve its goals for WOSB, SDVOSB, and HUBZone small businesses in FY11. In an effort to make improvements toward these goals, NASA has implemented several new initiatives to reach out to these groups. Overall, the initiatives that NASA put in place in the previous 2 years have strengthened the small business program, which raised NASA's total grade to a "B" after receiving a grade of "C" in both FY09 and FY10.

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.

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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