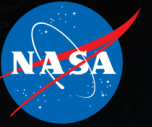


National Aeronautics and
Space Administration



EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

Small Business @ NASA

Brad Niese
Director of Procurement
NASA Johnson Space Center

October 28, 2024



Overview

- ✓ **Mission**
- ✓ **Connections**
- ✓ **Resources**
- ✓ **Collaboration**
- ✓ **Initiatives**
- ✓ **Feedback**



NASA Mission Directorates

How We Do Business



Aeronautics Research

Research directly benefits today's air transportation system, the aviation industry, and the passengers and businesses who rely on aviation every day.



Exploration Systems Development

Responsible for the progress in designing and building capabilities to explore a variety of deep space destinations.



Space Operations

Responsible for enabling sustained human exploration missions and operations in our solar system. NASA's Space Operations Mission Directorate (SOMD) manages NASA's current and future space operations in and beyond low-Earth orbit, including commercial launch services to the International Space Station.



Science

Engages the Nation's science community, sponsors scientific research, and develops and deploys satellites and probes in collaboration with NASA's partners around the world.



Space Technology

Technology drives exploration to the Moon, Mars and beyond. NASA's Space Technology Mission Directorate (STMD) develops transformative space technologies to enable future missions.



Mission Support Directorate

Provide effective and efficient institutional support to enable successful accomplishment of NASA mission objectives.

JSC Mission



International Space Station

Commercial Crew

Commercial Low Earth Orbit

Orion

Human Landing System

Commercial Lunar Payload Services

EVA and Human Surface Mobility

Gateway

Moon to Mars

Human Spaceflight Research



Enterprise Service Delivery Model

Goal

Use set-aside for Product Service Lines (PSLs) to increase contract opportunities for underserved communities.

*To date 75 contracts awarded

27

Service Lines of Effort

Enable

Increased SB and SDB dollars

*OMB approved the NASA PSL Service Delivery Model as Tier 1 Spend Under Management designation (April 2023)

Enterprise Service Delivery Model for Product Service Lines (PSLs)

PSLs with SB/Ability Awards	
Acquisition Support Service	8(a)
Administrative Services	8(a)/Ability One
Communication Services	8(a)/SB
Custodial Services	8(a)/SB/Ability One
Financial Support Services	SB
Grounds Maintenance Services	8(a)/SB/Ability One
Human Capital Services	SB/multiple awards
OSTEM	8(a)/SB
Project Planning & Control Services	SB
Protective Services	8(a)

PSLs with Large Businesses	
Propellants	

PSLs with combination of SB & Large Awards	
A&E Services	SB/Large
Aircraft Operational Services	SDB/SB/Large
Construction	8(a)/SB/Large
Engineering	8(a)/SB/Large
Facilities O&M	SB/Large
Fire Services	8(a)/Municipalities
ODEO/EEO	SB/Large
IT Services	8(a)/SB/Large
Logistics Services	8(a)/SB/Large
Safety and Mission Assurance	SB/Large
Technology Transfer	SB/Large
Environmental Compliance	SB/Large
Environmental Remediation & Associated AE Services	SB/Large

Additional PSLs: Utilities and Utility Services, Energy Savings Services (ESS), and Subscriptions

Link to NASA FAR Supplement: [Appendix A – Enterprise Procurement Strategies](#)

JSC Procurement Overview



- ▶ ~150 people across 6 divisions
- ▶ ~\$4.4B obligated in FY24
- ▶ Cumulative portfolio value of ~\$150B
- ▶ Processed ~2,200 transactions in FY24
- ▶ Largest JSC contractors by FY24 spend
 - Lockheed Martin Orion (\$967M)
 - KBR Wyle HHPC & FOD (\$488M)
 - Northrop Grumman ISS & Gateway (\$419M)
 - Boeing ISS (\$347M)
 - Jacobs JETS (\$327M)
- ▶ ~\$709M direct prime to small business in FY24 (SDB, WOSB, SDVOSB, HubZone)



CONNECTIONS

JSC Office of Procurement

Leadership Structure



B. Niese, Director



E. Schell,
Dep. Director



K. Craig,
Acting Assoc. Director



A. Clayton
Rotation to MSFC

Programs

Mission Enabling

BG – ISS & Comm LEO



J. Miller, Acting Mgr

BL – Lunar & Planetary Exploration



J. Trahan, Acting Mgr

BT – Exploration Systems



J. Pierre, Mgr

BH – Projects Procurement



S. Janney, Mgr

BR – Operations Support



C. Bell, Mgr

BC – Institutional & Procurement Operations



K. Fryer, Mgr



Vacancy, Dep Mgr



Vacancy, Dep Mgr



R. Falls, Dep Mgr



J. Ellis, Dep Mgr



J. Arkinson, Dep Mgr



J. Brennan, Dep Mgr



S. Miller, Dep Mgr



J. Bolden, Dep Mgr



J. Barckholtz, Dep Mgr



K. Bui, Dep Mgr

NASA Office of Procurement

Leadership Structure



Senior Executive Service



Karla Smith Jackson
Assistant Administrator
for Procurement



Tabisa Kallsa
Chief of Business
Operations



Jamiel Charlton
Executive Officer



Steve Shiplett
E-Business Systems
Office Director



Rochelle Overstreet
Enterprise Pricing
Office Director



Marvin L. Horne
Deputy Assistant
Administrator for Procurement



Enterprise Service And
Analysis Division (ESAD)
Geoffrey S. Sage
Division Director



Procurement Strategic Operations
Division (PSOD)
Kameke P. Mitchell
Division Director



Procurement & Grants Policy
Division (PGPD)
Marvin L. Horne
(Acting) Division Director

PROCUREMENT OFFICERS



Sarah Pollock
ITPO PO



John Cannaday
MSFC PO



Julia B. Wise
(Acting) GSFC PO



Bradley Niese
JSC PO



Gerald Norris
KSC PO



Eli Ouder
NSSC & SSC PO



Todd Pospisil
RESEARCH CENTER PO



Kurt Straub
DPO



James Eastman
APO



Jennifer Stock
AFRC Chief Of
Contracting



Lauren Johnson
ARC Chief Of
Contracting



Leahmarie Koury
GRC Chief Of
Contracting



Teresa Hass
LaRC Chief Of
Contracting



James Williams
NOJMO PO

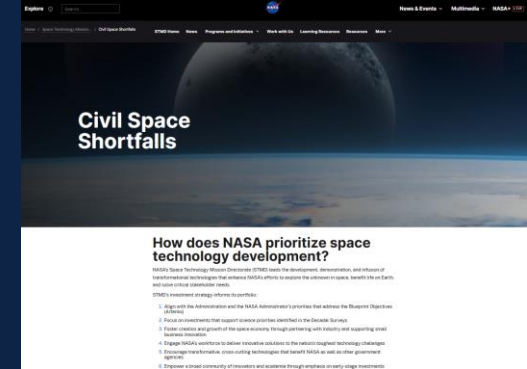


RESOURCES

Resources



- NASA's technology needs and gaps
 - Civil Space Shortfalls
 - <https://www.nasa.gov/spacetechnologies/civil-space-shortfalls>
 - Moon to Mars Architecture Information
 - <https://www.nasa.gov/MoonToMarsArchitecture/>



Resources

- Enhanced Acquisition forecasting leveraging Enterprise data and analytics
 - <https://www.hq.nasa.gov/office/procurement/forecast/>
- Enterprise PSL strategies and POCS
 - <https://www.hq.nasa.gov/office/procurement/regs/NFS.pdf>
- NASA Mentor-Protégé Program is back!
 - <https://www.nasa.gov/osbp/mentor-protege-program/>

NASA Federal Acquisition Regulation Supplement

Appendix A – Enterprise Procurement Strategies

APPENDIX A
ENTERPRISE PROCUREMENT STRATEGIES

TABLE OF CONTENTS

A-100	Purpose.
A-101	Definitions.
A-102	Enterprise Procurement Strategies.
A-102.1	Acquisition of helium, hydrogen, nitrogen, oxygen, other propellants and aerospace fluids.
A-102.2	Information Technology Services.
A-102.3	Protective Services.
A-102.4	Acquisition Support Services.
A-102.5	Subscription Purchases.
A-102.6	Human Capital Services.
A-102.7	Aircraft Operational Support Services.
A-102.8	Financial Support Services.
A-102.9	Project Planning and Control Services.
A-102.10	Custodial Services.
A-102.11	Grounds Maintenance Services.
A-102.12	Logistics Services.
A-102.13	Construction.
A-102.14	Architect-Engineer Services Not Associated with Environmental Restoration.
A-102.15	Environmental Restoration and Associated Architect-Engineer and Construction Services.
A-102.16	Environmental Compliance and Associated Operations and Maintenance.
A-102.17	Communication Services.
A-102.18	OSTEM Services.
A-102.19	Fire Services.
A-102.20	Facilities Operations & Maintenance Services.
A-102.21	Safety and Mission Assurance (SMA) Support Services.
A-102.22	Engineering Services.
A-102.23	Technology Transfer Services.
A-102.24	Office of Diversity and Equal Opportunity/Equal Employment Opportunity (ODEO/EEO) Services.
A-102.25	Administrative Services.
A-102.26	Utilities and Utility Services.
A-102.27	Energy Performance Contracts (EPCs).
A-102.28	Occupational Health Services.

Doing business with NASA

Exciting News: NASA Mentor-Protégé Program Relaunches!

We are thrilled to announce the relaunch of the NASA Mentor-Protégé Program (MPP), effective November 1, 2024! After undergoing a strategic review and temporary moratorium, the MPP has been revamped to better serve the needs of small businesses and align with NASA's 2040 Vision.

What's New?

Needs-Based Approach: The enhanced MPP will now focus on addressing NASA's supply chain gaps, ensuring that the program meets mission-critical needs.

Strategic NAICS Codes: The program will prioritize subcontracts for protégés under specific NAICS codes that align with the Space Technology Mission Directorate (STMD) Technology Taxonomies, emphasizing areas such as **Research & Development (R&D), Software/Information Technology, and Aerospace Manufacturing.**

Inclusivity Expansion: All small businesses, including **AbilityOne, Historically Black Colleges and Universities (HBCUs), and Minority Serving Institutions (MSIs)**, are now eligible to participate as protégés, fostering a more diverse environment for collaboration with NASA.

The relaunch of the NASA Mentor-Protégé Program represents our commitment to supporting small businesses and driving innovation for NASA's future missions.

Stay Connected!

For more information about the revamped MPP or the upcoming relaunch, please feel free to reach out to Mr. David E. Brock, NASA MPP Program Manager, at MSFC-NASAMentorProtegeProgram@mail.nasa.gov or via phone (256)-544-3768.

Letter from AA



Resources



TOP 20

NASA

PRIME

CONTRACTORS

FY 2023

VENDOR NAME AND WEBSITE	TOTAL DOLLARS
California Institute of Technology (JPL) https://acquisitions.jpl.nasa.gov	\$2,922,677,243
Space Exploration Technologies Corp. https://www.spacex.com/supplier/index.html	\$2,250,758,731
The Boeing Company http://www.boeingsuppliers.com/esd/getstart.html	\$1,568,498,599
Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK) https://www.northropgrumman.com/suppliers/	\$1,251,623,011
Lockheed Martin Corporation https://www.lockheedmartin.com/en-us/suppliers.html	\$1,221,943,785
Jacobs Technology, Inc. https://www.jacobs.com/suppliers/	\$946,316,790
KBR Wyle Services, Inc. https://kbrsupplier.com/	\$722,587,900
Johns Hopkins University Applied Physics Laboratory LLC https://hopkinsmedicine.org/business/index.html	\$449,100,521
Blue Origin LLC https://www.blueorigin.com/fly-with-us/become-a-supplier	\$440,849,404
Science Applications International Corporation https://www.saic.com/who-we-are/suppliers-and-small-business	\$426,436,260
Aerojet Rocketdyne of DE, Inc. https://www.rocket.com/supliernet	\$418,618,993
Leidos https://www.leidos.com/suppliers	\$359,353,430
Peraton, Inc. https://www.peraton.com/suppliers/	\$337,355,934
Bechtel National, Inc. https://www.bechtel.com/suppliers/	\$308,679,000
L3Harris Technologies, Inc. (Includes Aerodyne-SGT Engineering Services LLC) https://www.l3harris.com/supply-chain	\$285,184,931
Science Systems and Applications, Inc. https://www.ssaihq.com/contact-us	\$241,109,133
Maxar Space, LLC https://www.maxar.com/legal/suppliers	\$178,315,215
Air Products and Chemicals, Inc. https://www.airproducts.com/company/suppliers	\$172,185,991
Syncom Space Services Llc http://www.syncomspaceservices.com/	\$146,326,084
Ball Aerospace & Technologies Corp. https://www.ball.com/aerospace/about-aerospace/supplier-resources	\$129,931,562
TOTAL	\$14,777,852,516

OFFICE OF SMALL BUSINESS PROGRAMS
...where small business makes a **BIG** difference



COLLABORATION

Collaboration



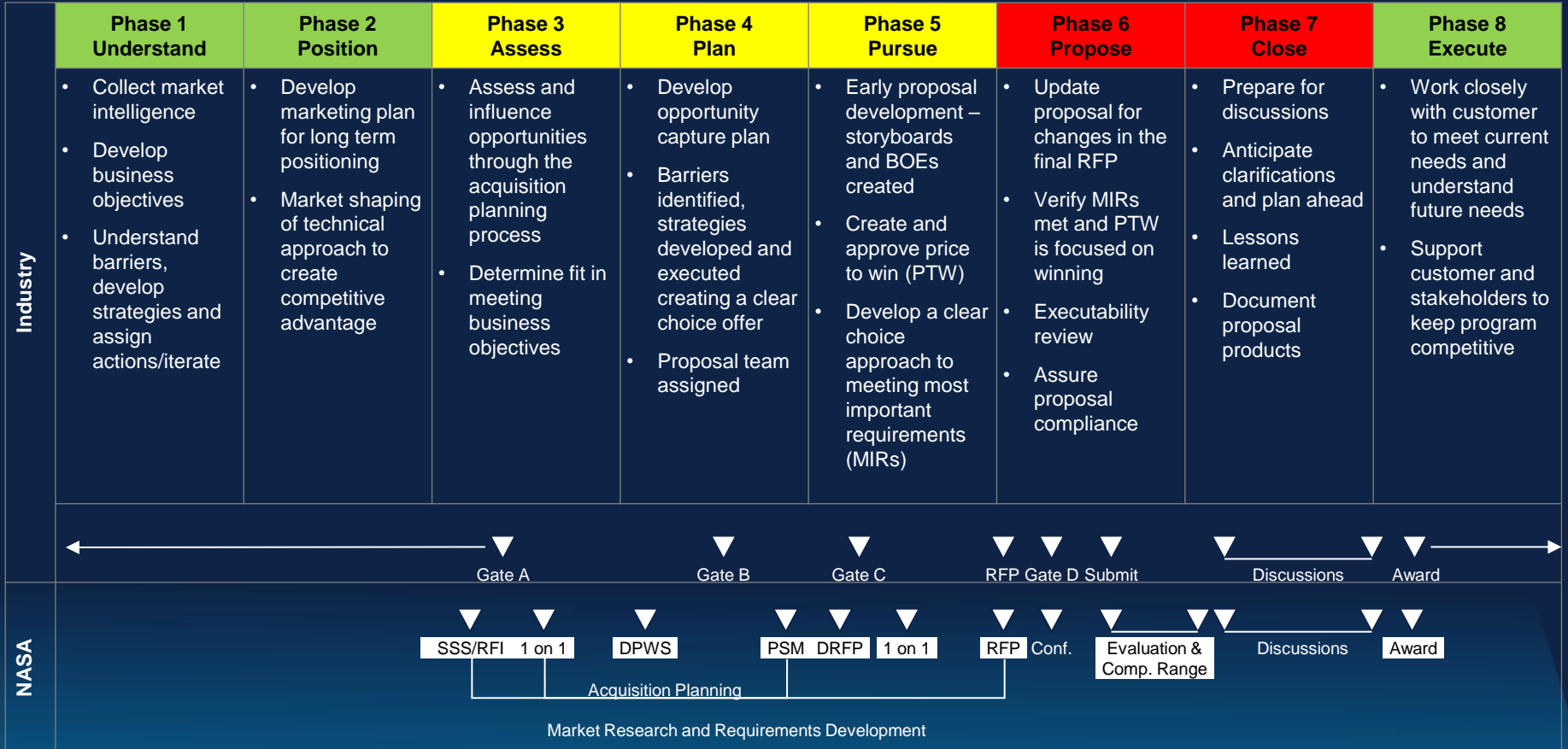
- Engagement Blueprint for Acquisition Community rolled out to OP Enterprise in 2024
- Objectives
 - Enhance meaningful conversations across NASA/Industry throughout acquisition lifecycle
 - Inform industry earlier on NASA opportunities for investment, partnering and bid decisions
 - Enable better requirement definition to meet NASA needs with industry capabilities



Collaboration



Improving Collaboration & Communication Throughout Acquisition Lifecycle





INITIATIVES

JSC Source Selection Initiatives

1. Optimized RFPs to Increase Competition and Reduce Proposal Development Burden
 - Enhancing communication with industry pre & post solicitation on contract structure and requirements
 - Mission Suitability Approach
 - Focus on discriminators
 - Reduced Page Counts
 - Reverse Industry Days
2. Planning a collaborative NASA/Industry Acquisition Workshop for 2025

FEEDBACK?

Procurement Wants to Hear From You



Address

Office of Procurement

National Aeronautics and Space Administration
Mary W. Jackson NASA Headquarters Building
300 Hidden Figures Way SW
Washington DC 20546-0001

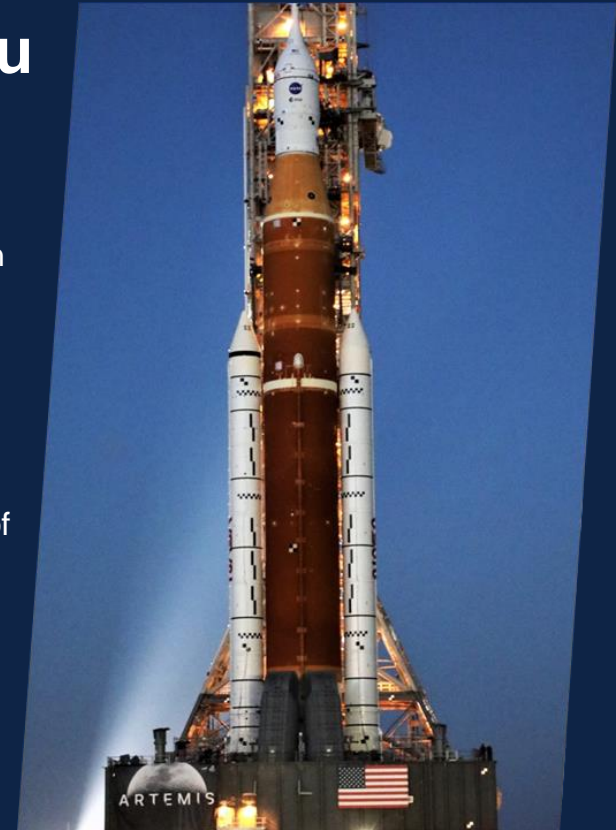
Website

<https://www.nasa.gov/office/procurement>

Email

hq-procurement@mail.nasa.gov

For the second year in a row, the NASA's acquisition forecast received a score of "Good" – the highest ranking in terms of evaluation against the 15 key attributes of a business forecast!



Scan to view the NASA Acquisition Forecast, or visit
<https://www.hq.nasa.gov/office/procurement/forecast/index.html>