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# OFFICE OF SMALL BUSINESS PROGRAMS

# PROGRAMS

## 2007 SMALL BUSINESS ADVOCATES AWARDS WINNERS ANNOUNCED!



**ON NOVEMBER 6, 2007,** NASA'S OFFICE OF SMALL BUSINESS PROGRAMS PRESENTED THE 2007 SMALL BUSINESS ADVOCATES AWARDS (SBAA) AT THE AERO INSTITUTE IN PALMDALE, CA.

The awards ceremony was hosted by Dryden Flight Research Center and was presented by NASA Deputy Associate Administrator, Charles Scales and Assistant Administrator of the Office of Small Business Programs, Glenn A. Delgado. The SBAA recognizes NASA personnel that have demonstrated exceptional support to the Agency's small business program.

**Visit our Web site to view the entire article and download the complete awards ceremony program at [www.osbp.nasa.gov](http://www.osbp.nasa.gov).**

**TOP ROW—Left:** Crew Exploration Vehicle (CEV) Program Team, Johnson Space Center (c) with Glenn A. Delgado (l), and Charles Scales (r). **Right:** Construction of Facilities Team: Dryden Code F, Dryden Flight Research Center (c) with Glenn A. Delgado (l), and Charles Scales (r).

**MIDDLE ROW—Left:** NASA Protective Services Acquisition Team (c) with Glenn A. Delgado (l), and Charles Scales (r). **Right:** David E. Brock (c) with Glenn A. Delgado (l), and Charles Scales (r).

**BOTTOM ROW—Left:** NASA Small Business Specialist Council. **Right:** NASA Office of Small Business Programs staff, (L to R) Truphelia M. Parker, Glenn A. Delgado, Dr. Eleanor Chiogioji, David B. Grove, and Tabisa T. Tepfer.

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## SBS SPOTLIGHT



**DAVID BROCK**, Small Business Specialist at Marshall Space Flight Center (MSFC) was recently honored as the inaugural winner of the Small Business Advocate Award for Excellence by the Huntsville Association of Small Businesses in Advanced Technology. The award, which recognized

David's outstanding work on behalf of the small business community, was presented at annual Huntsville Chamber of Commerce Small Business Awards ceremony in August 2007. In his letter of appreciation, The Honorable Bud Cramer, Member of Congress for Alabama's Fifth District, acknowledged David's dedication in bringing together the Federal Government and the area's small businesses.

David was also named the Small Business Specialist of the Year at NASA's inaugural Small Business Advocates Awards ceremony on 6 November at Dryden Flight Research Center. Mr. Charles Scales, NASA Deputy Administrator, made the presentation, citing David's "outstanding efforts in developing and implementing innovative practices" in support of the Agency's Small Business Program. Those innovative practices include (1) the establishment of the Marshall Prime Contractors Supplier Council, comprised of 29 large business participants, in 2003; (2) the establishment of the Procurement Small Business Action Team, which enlists the participation of the Center's contracts specialists in every aspect of its Small Business Program; and (3) the establishment of the Marshall Small Business Alliance, in which more than 300 small businesses participate, in early 2007.

David has worked at MSFC for more than 23 years, 21 of those years in support of the Center's Small Business Program. He has overseen small business subcontracting since 1995 and has had responsibility for the Center's goaling performance since 1996, during which time MSFC has consistently met all of its small business goals. David has been MSFC's lead Small Business Specialist since early 2005.

## 20TH ANNUAL HIGH-TECH SMALL BUSINESS CONFERENCE

The Jet Propulsion Laboratory (JPL), in coordination with the National Aeronautics and Space Administration (NASA) and the U.S. Small Business Administration (SBA), is sponsoring its 20th Annual High-Tech Small Business Conference on Tuesday, March 4, and Wednesday, March 5, 2008. The conference site is the Radisson Hotel at Los Angeles Airport located at 6225 West Century Blvd., Los Angeles, CA 90045.

The conference affords small businesses the opportunity to meet purchasing and technical representatives from major corporations and Federal Agencies (e.g., The Aerospace Corp., Ball Aerospace, The Boeing Co., Computer Sciences Corp., ITT Corp., Lockheed Martin, NASA Centers, Northrop Grumman, Orbital Sciences Corp., Raytheon Co., U.S. Air Force, U.S. Dept. of Defense, U.S. Dept. of Transportation, U.S. Navy, and the U.S. Veterans Administration, etc.) during the Marketplace to discuss contract opportunities. Attendees can expect to improve their knowledge and skills in competing in the Federal and State Government and prime contractor sectors, and also take advantage of several "How To" workshops.

The laboratory has successfully coordinated this event for the past 19 years with an average attendance of 1,200 participants, 300 of which are representatives from the prime contractor/Government agency arena and 900 are small business owners.

**For general information, call (818) 354-7531/8689. Web site: <http://acquisition.jpl.nasa.gov/boo/>.**

## CONGRATULATIONS TO DFRC AND LARC FOR SDVO SB ACHIEVEMENT

Both the Dryden Flight Research Center (DFRC) and Langley Research Center (LaRC) achieved the congressionally mandated 3% service disabled veteran-owned small business goals. NASA as a whole also increased its veteran awards by over \$70 million, going from \$323M in FY 2006 to \$394M in FY 2007. Both DFRC and LaRC will be receiving awards at the 2008 National Veterans Conference in Las Vegas, NV, in July 2008. Congratulations to both Centers for their hard work.

# OFFICE OF SMALL BUSINESS PROGRAMS



## AA'S CORNER

I would like to personally congratulate all the winners of the 2007 Small Business Advocates Awards and recognize all the people who were nominated for this year's awards. I would also like to thank Mr. Robert Medina and Mr. Jose Hernandez and the personnel at Dryden Flight Research Center and the Aero Institute for facilitating the award ceremony and for the great hospitality throughout the NASA Small Business Council meetings.

In addition, I want to thank all the Agency personnel who assisted NASA in achieving our prime small business goal in FY07 and for contributing to our improvement in several small business subcategories. I want to recognize NASA's senior management and the Center Directors for their demonstrated support for the Agency Small Business Program throughout this fiscal year. I look forward to their continued support.

I would also like to recognize Johnson Space Center and Langley Research Center for achieving all their prime small business goals for fiscal year 2007, and Glenn Research Center, Kennedy Space Center, and Marshall Space Flight Center, for achieving five of their six prime small business goals. I also commend Dryden Flight Research Center, Goddard Space Flight Center and Stennis Space Center for achieving their small business goals and making progress in their other prime small business goals.

Now that I have completed my first year at NASA, I am even more excited about the Agency's small business program. I look forward to our continued success, which I know is in large part due to all the great people and programs here at NASA.

I wish everyone a Safe & Happy Holiday Season!

**GLENN A. DELGADO**  
ASSISTANT ADMINISTRATOR  
NASA OFFICE OF SMALL BUSINESS PROGRAMS

# SMALL BUSINESS GRAMS



## KENNEDY SPACE CENTER'S 17TH ANNUAL BUSINESS OPPORTUNITIES EXPO 2007

SPACEPORT NEWS ISSUE: NOV. 2



### ANNUAL BUSINESS EXPO PROVIDES 'ONE-STOP' SHOPPING

BY BRENDA MATAMOROS  
STAFF WRITER

Kennedy Space Center's 17th annual Business Opportunities Expo 2007, sponsored by NASA/KSC Prime Contractor Board, the 45th Space Wing and Canaveral Port Authority, and was Oct. 16, at Port Canaveral Cruise Terminal No. 4. The one-stop environment was an opportunity for local and national business leaders to learn more about how to contract with the government and for government purchasing agents to learn what local and national vendors have to offer.

Nearly 900 people attended the event featuring 175 exhibitors and 24 NASA Small Business Specialists and contractor Small Business liaisons. Other NASA centers participated, including Headquarters, Goddard Space Flight Center; Langley Research Center; Johnson Space Center; Glenn Research Center; Marshall Space Flight Center; Ames Research Center; and the NASA Shared Services Center.

Dudley Cannon, director of Kennedy's Procurement Office welcomed exhibitors and attendees to the Expo. He said the event is an example of the successful partnering among the Air Force, NASA and the Port Authority.

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## NASA MENTOR-PROTÉGÉ PROGRAM UPDATE

The Mentor-Protégé study is almost complete. The program is expected to be launched on January 1, 2008 with a new reimbursable section to the program. The shaded box below indicates some of the changes under the new program. One of the most significant changes is making the Mentor-Protégé Program a NASA Center-focused program versus NASA Headquarters-focused program. The Mentors will be required to have a NASA contract that contains an active and approved subcontracting plan. Mentors will fill out a mentor application and once approved will be added to the active mentor list posted on the OSBP Web site for prospective protégés to contact. Once mentors and protégés have developed their agreement in accordance with the new NASA Policy Guide, they will submit their agreement to the Small Business Specialist at the Center which awarded the mentor's contract. Protégés will be allowed only one NASA mentor although NASA mentors may have more than one protégé. The Mentor-Protégé Credit program will be open to Small Disadvantaged Businesses, Woman Owned Small Businesses, Service-Disabled Veteran-Owned Small Businesses, HUBZone Small Businesses, and Historically Black Colleges and Universities and other minority institutions.

The Mentor-Protégé Agreement will have a greater focus on technology transfer but will still contain some business development assistance. These

normal 18 month to three year agreements will be results-oriented and require a semi-annual report from both the mentor and protégé that will continue two years after the agreement period ends.

The old OSDBU MIS Web-based application system will be discontinued and in its place will be a template driven policy guide book. Applications and agreements can be submitted by email. Agreements will be very competitive and focused on the benefits to the mentor, protégés and NASA.

Due to limited funding, the reimbursable program will start out as a "pilot" for only small businesses with active SBIR Phase II contracts that have a high potential to commercialize the NASA required technology. This "Pilot" Program will concentrate on giving protégés the technology/business skills they need to commercialize their SBIR Phase II technology. For further information please visit our Web site at [www.osbp.nasa.gov](http://www.osbp.nasa.gov).

### ROLL OUT SCHEDULE:

**DECEMBER 2007**—Policy Guide Book Posted to the Web

**JANUARY 2008**—New Mentor-Protégé Program Launched

**JANUARY 2008**—Mentor applications are accepted at HQ

**JANUARY–MAY 15, 2008**—Open enrollment for Mentor-Protégé agreements

**SEPTEMBER 15 2008**—Cut off-date for September Mentor-Protégé agreement submissions to Centers

## "OLD VS. NEW" MENTOR-PROTÉGÉ PROGRAM CHANGES

### Old NASA MPP

NASA HQ-focused  
Accept MPA anytime  
Credit only  
Limited guidance  
Program-oriented  
Protégé value-focused  
Limited/no metrics

### New NASA MPP

NASA Center-focused  
Accept MPA 3X/year  
**Credit & reimbursable:**  
Appropriate guidance  
Results-oriented  
Total value-chain focused

### Performance metrics:

Award fee assessment  
Considered as part of  
Past Performance  
assessment (1680)

# IMPORTANT DATES TO REMEMBER

17th Annual Business Opportunities Expo  
(continued from page 3)



"It is also an example of the partnership between government and industry which has made the United States the great country it is today," Cannon said. "The Expo showcases both large and small businesses and their important role in helping the Air Force guard our nation from space and NASA explore our solar system and beyond."

Other speakers included Fred Kirschstein, district director for U.S. Congressman Dave Weldon; Lynda Weatherman, president and CEO of the Space Coast Economic Development Commission; Tom Goodson, chairman and port commissioner for Canaveral Port Authority; Col. Stephen Butler, Vice Commander of the 45th Space Wing at Patrick Air Force Base; James Hattaway, NASA Associate Director for business operations at Kennedy; and Glenn Delgado, Associate Administrator for the Office of Small Business Programs at NASA Headquarters.

Hattaway said what makes the Expo unique is the concentration of primarily small business exhibitors from Brevard County and Central Florida.

"The small business community is vital to our economy and our mission success," Hattaway said. "This event provides these businesses the opportunity to showcase their capabilities to NASA, the Air Force and other firms."

Exhibitors included vendors from a variety of product and service areas, including computer technology, communication equipment and services, construction, engineering, and safety products.

During the expo, NASA Small Business Specialist Connie Wilcox announced the 2007 KSC Contractor Awards. Large Prime Contractor of the Year is The Boeing Company; Small Prime Contractor of the Year is SGT, Inc.; and Subcontractor of the Year is the Bionetics Corporation. These companies will be recognized during Kennedy's annual awards ceremony in November 2007.

Wilcox, who helped to organize the event, said the Expo is an excellent networking and information-gathering opportunity. "This event has an incredible reputation for providing businesses excellent opportunities."

## **Kennedy Space Center/NASA Prime Contractor Board December 20, 2007**

Kennedy Space Center, Florida  
Contact: Connie Wilcox at (321) 867-7388

## **National Association of Women Business Owners (NAWBO) Conference**

**February 2008**  
Santa Clara, CA  
Contact: Lupe M. Velasquez at (650) 604-4522

## **20th Annual High-Tech Small Business Conference March 4-5, 2008**

Los Angeles, CA  
Web site: <http://acquisition.jpl.nasa.gov/boo/>

## **Federal OSDBU Procurement Conference at Showplace Arena**

**April 24, 2008**  
Upper Marlboro, MD  
Web site: <http://www.fbcinc.com/osdbu/>

## **NASA FY-2009 Small Business Improvement Plan Meeting & NASA SBS Council Meeting Marshall Space Flight Center June 9-12, 2008**

## **4th Annual National Veteran Small Business Conference and Expo**

**July 7-10, 2008**  
Caesars Palace in Las Vegas, Nevada  
Web site: <http://www.nationalveteransconference.com/>

## **2008 MED Week**

**September 2008 (Tentative)**  
Web site: <http://www.medweek.gov/>

## **Kennedy Space Center Expo 2008 October 21, 2008 (Tentative)**

## **NASA SBS Council Meeting at KSC October 22-23, 2008**

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

## SUCCESS STORY SUBMISSION SCHEDULE:

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

## THE OSBP STAFF:

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

**GLENN A. DELGADO**, Assistant Administrator

**ELEANOR N. CHIOGIOJI**, Program Manager for Space Operations Centers, NASA Shared Services Center, and Langley Research Center

**DAVID B. GROVE**, Program Manager for Science Centers, Dryden Flight Research Center, and Glenn Research Center

**TARA LITTLEFORD**, Executive Assistant

**SHIRLEY PEREZ**, Program Manager for Aeronautics Centers (Currently on Detail)

**TRUPHELIA M. PARKER**, Scheduler (Contractor)

**TABI TEPFER**, Program Analyst (Contractor)

## TO SUBMIT AN ARTICLE:

THE OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) NEWSLETTER IS THE QUARTERLY ELECTRONIC PUBLICATION OF THE NASA OSBP.

OSBP welcomes articles and opinion pieces that are directed to advocates of small businesses. These articles are printed as space is available and should be approximately 750-1,000 words in length. Articles that were printed elsewhere cannot be reprinted in the OSBP Newsletter without written permission from the original printing source.

Do you have a small business success story that could inspire small business collaboration and advocacy? If so, tell us about it. Send your 'Success Story' to [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov).

## OSBP WEBSITE:

The new and improved NASA Office of Small Business Programs Web site is up and proving successful in helping individuals and companies to navigate small business policy, procedure, and best practices at NASA.

The purpose of the Web site, [www.osbp.nasa.gov](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.