

Stellar Success! Doing Business with NASA Trailblazers



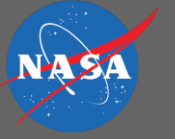
Jennifer Viudez

Center Agreements Manager
NASA Langley Research Center



Richard Mann

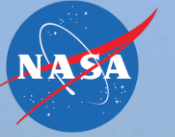
Program Manager, Office of Small
Business Programs
NASA Headquarters



STRATEGIC PARTNERSHIPS OFFICE

TechnoMile Conference 2024
Jennifer Viudez, Center Agreements Manager

Strategic Partnerships Office Overview to TechnoMile (11/07/2024)
with contributions from L. Little, J. Viudez, E. Nelson, K. Middleton



Langley Today

Occupants (FY23)

- ~1,800 civil servants
- ~1,700 on-site contractors
- ~410 students (OSTEM, Pathway)

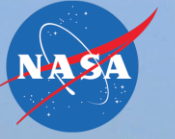
Budget (FY23)

- \$983 M

Real Property

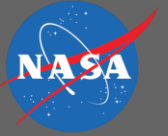
- 190 buildings
- ~764 acres
- Estimated value of facilities and infrastructure: ~\$5B





Langley Today & Tomorrow





OVERALL ECONOMIC IMPACT (VA)

**\$2.5 BILLION
LABOR INCOME**

**\$6.8 BILLION
ECONOMIC IMPACT**

32,739 JOBS

NASA activities in
Virginia generated

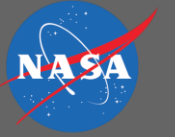
**272.7
MILLION**

in tax revenues for Virginia
state and local governments

NASA contracts sourced
in Virginia totaled

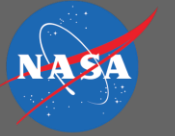
**\$2.1
BILLION**

*As calculated by an agencywide study conducted
by the University of Illinois Chicago's Nathalie P.
Voorhees Center for Neighborhood and Community
Improvement, based on fiscal 2021 numbers.



STRATEGIC PARTNERSHIPS OFFICE

- **Identify and pursue** business opportunities in addition to and beyond Langley's mission facing organization partnerships
- Serve as "**Front Door**" for external organizations to reach into NASA Langley
- **Explore opportunities** with local, regional, and national companies that engages current workforce skillsets or develops future Center-aligned skillsets
- **Engage** with current and potential partners (conferences, events, regional meetings, etc.)
- **Create** new relationships with potential partners
- **Maintain** relationships with current partners
- **Provide** awareness of collaboration opportunities to external parties



STRATEGIC PARTNERSHIPS OFFICE



Regional Partnerships

Connects with local industry, investor communities, academia, and state officials to increase NASA's impact and influence in the region.

NASA Technology Transfer

Ensures that research conducted for NASA missions are made available to the public for commercialization.

T2X | T2U

Accelerates commercialization through entrepreneurship-focused partnerships and initiatives to launch and sustain startups.

SBIR / STTR Program

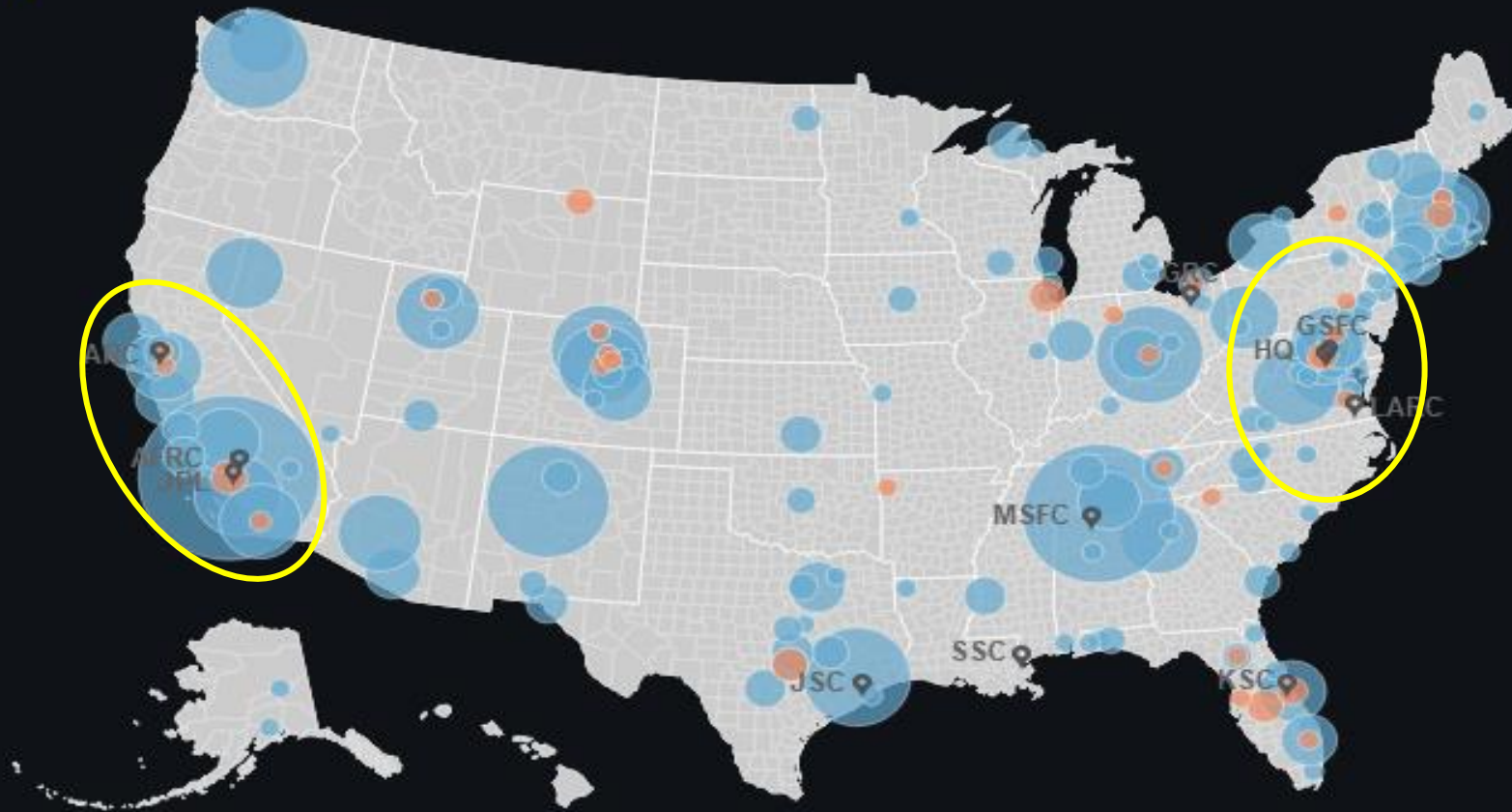
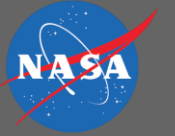
Provides funding for small businesses to engage in federal R&D projects with commercial potential.

Agreements Team

Facilitates agreement mechanisms with partners to advance NASA missions and provide access to NASA's facilities, technical expertise, and resources.

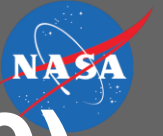
Technology Transfer National Impact

National Aeronautics and
Space Administration



New Software Usage Agreements *
New Licenses *
* Fiscal Year To Date

2015 TO PRESENT	
Licensing Totals	
Agency	LaRC
1,301	141
Software Codes Released	
1,258	378
Executed SUAs	
38,195	9,664



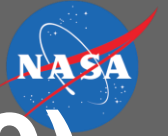
FEDERAL TECH TRANSFER REPT (2019)

Federal Obligations for R&D By Agency FY 2019 (\$ million)⁴

	Total R&D	Intramural ^(a)	FFRDCs	Intramural and FFRDCs	Percent of Total R&D Budget
All Agencies	\$142,424	\$39,313	\$11,430	\$50,742	36%
DoD	\$58,780	\$20,315	\$831	\$21,145	36%
HHS	\$39,191	\$7,753	\$516	\$8,270	21%
DOE	\$14,376	\$1,052	\$7,411	\$8,463	59%
NASA	\$13,570	\$4,145	\$2,321	\$6,466	48%
USDA	\$2,637	\$1,644	\$0	\$1,644	62%
DOC	\$1,535	\$1,102	\$10	\$1,112	72%
VA	\$1,508	\$1,437	\$0	\$1,437	95%
DOT	\$1,013	\$190	\$0	\$190	19%
DOI	\$827	\$695	\$0	\$695	84%
DHS	\$647	\$180	\$20	\$200	31%
EPA	\$485	\$249	\$1	\$251	52%
Other Agencies	\$7,856	\$552	\$320	\$871	11%

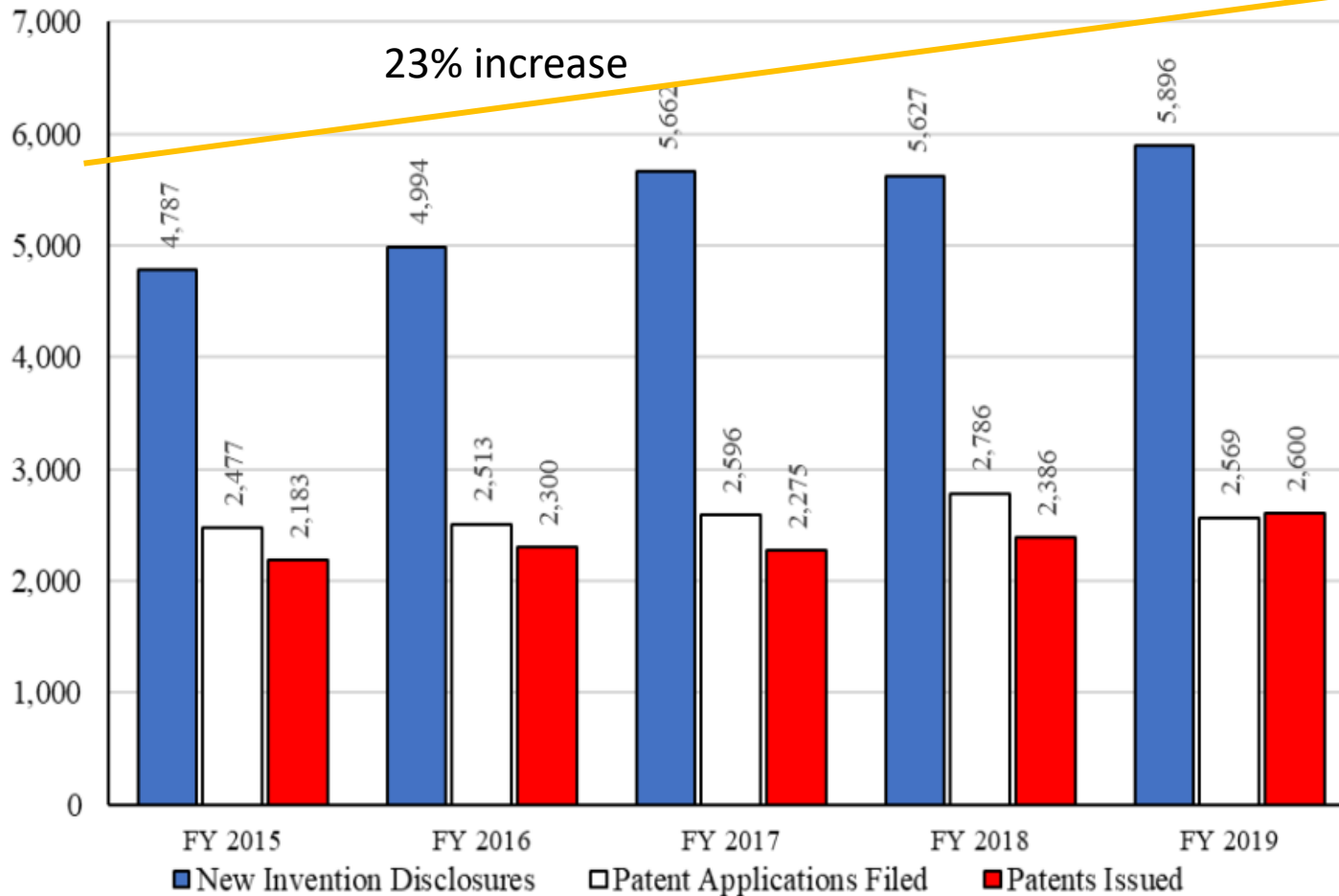
**NASA ranks #4 in
Federal R&D
Obligations**

(a) Intramural activities cover costs associated with the administration of intramural and extramural programs by federal personnel as well as actual intramural performance.



FEDERAL TECH TRANSFER REPT (2019)

Federal Invention Disclosures and Patenting



New Invention Disclosures

- #1 DOE 1,891
- #2 NASA 1,841
- #3 DOD 839

In 2019, these 3 Agencies accounted for 67% of all invention disclosures.

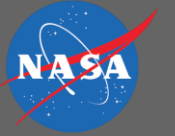
Licenses Issued

- #1 HHS 1,472
- #2 DOE 822
- #3 NASA 529

In 2019, the top 3 Agencies accounted for 72% of licenses.

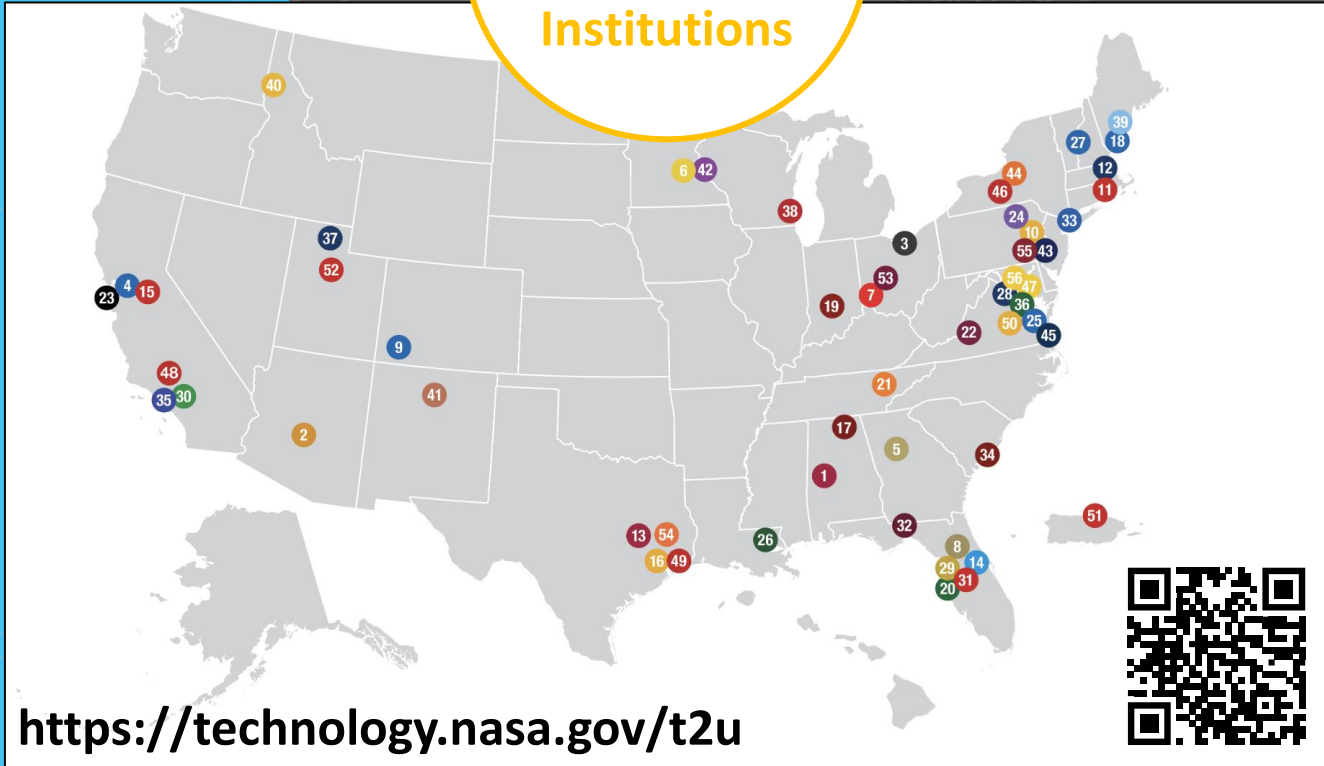
NASA Technology Transfer University Program (T2U)

National Aeronautics and
Space Administration



- Provides real-world, NASA-proven technologies for coursework.
- Connects college and university entrepreneurially minded students to NASA-developed technologies to give them an opportunity to work with federal government research and technology.

53
Participating
Institutions



Virginia Participants

- College of William & Mary
- Hampton University
- Old Dominion University
- University of Richmond
- Virginia Commonwealth University

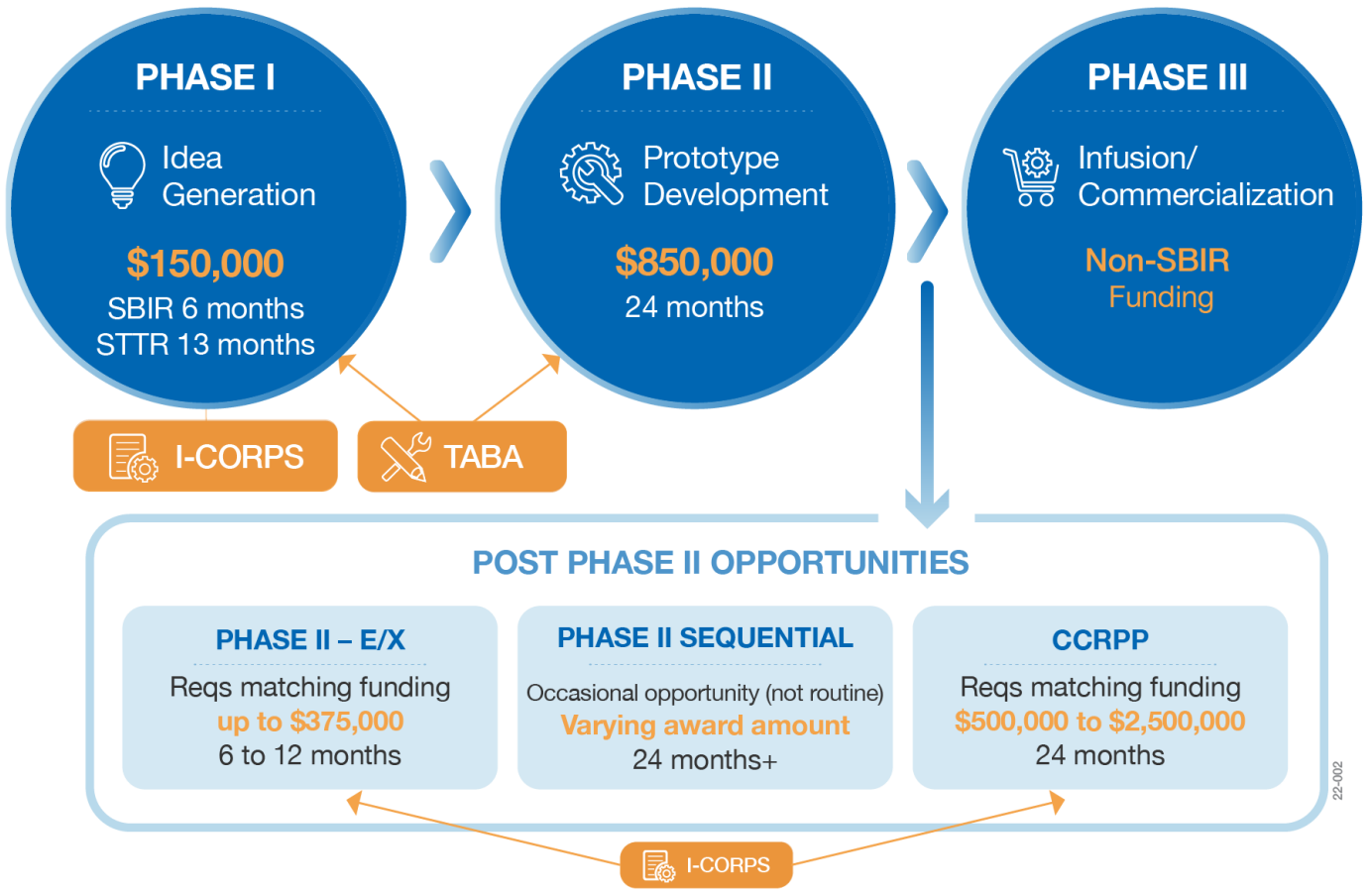


NASA Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR) Program

National Aeronautics and
Space Administration



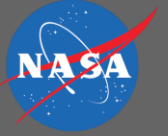
NASA SBIR/STTR PHASES



Up to \$1 million for Phase I and II and nearly \$3 million or more for Post Phase II opportunities!

NASA Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR) Program

National Aeronautics and
Space Administration



11 small businesses and 2 research institutions (RIs) selected to receive a total of \$1.9 million to develop 13 technology proposals



31% of selected companies are women-owned, veteran-owned, disadvantaged, and/or HUBzone small businesses



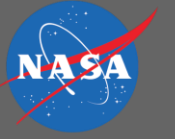
18% of the companies selected are first-time NASA SBIR/STTR recipients

District	SBC City	Awards
VA-3	Newport News	1
VA-5	Charlottesville	3
VA-6	Roanoke	1
VA-9	Christiansburg	1
	Pembroke	1
VA-10	Clifton	1
	Leesburg	1
VA-11	Herndon	3
	Reston	1

The 2023 Phase I awards were distributed across **6** Congressional Districts in Virginia

<https://www.spacetechnologies.org/>





REGIONAL PARTNERSHIPS

- Seeks out and develops partnerships within our region
- Monitors regional external influence in trends, patterns, regional focus areas and priorities
- Identifies regional opportunities to leverage for advancement of mission work
- Collaborates with regional stakeholders to support larger initiatives beyond the region



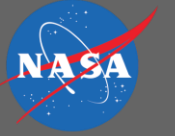
Lena Little

Regional Partnerships

Lena.little@nasa.gov

757-864-9464

REGIONAL PARTNERSHIPS FOCUS



Internal Influence

- Mission Strategies
- Center Strategies
- Agency Strategies

Off-Shore Wind

Advanced Air
Mobility / SWS

Autonomy/AI/ML

Advanced
Manufacturing

Space Access

Coastal Resiliency
and Sea Level Rise

External Influence

- Regional Legislative priorities
- Regional technology focus areas
- Advocacy groups priorities and recommendations
- Industry Capabilities and Needs for advancement / gaps
- Workforce Development Trends



Our space program has a spectacular and exciting future. It's a future full of opportunity, and it is a future that will require everyone -- industry, Congress, and the agency, as well as our international partners – to come together to make it a reality. Bill Nelson, Administrator



Leverage internal and external knowledge and expertise



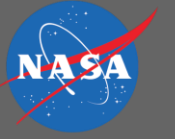
Set the center's long-term work strategy



Integrate Langley's strategic efforts



Develop a strategic implementation roadmap



Learn **More**

www.nasa.gov/langley

<https://virtualltour.larc.nasa.gov>



NASA Active Contract Listings

NASA Acquisition Forecast

ACTIVE CONTRACT LISTINGS (ACLs)

→ [NASA Employees Click Here](#) → [Vendors Click Here](#)

Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

NASA ACQUISITION FORECAST

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

The NASA Acquisition Forecast is a consolidated Agency-wide forecast provided to allow users to search multiple NASA Centers for procurement opportunities.

Expiration Date (or "last date to order" for indefinite-delivery contracts)

This allows for long-term tracking of recurring requirements, as well as for the long-term planning time normally required in pursuing the contracts.

Sample Active Contract Listing

Center	NAICS	Contract Name	Contractor Name Contract #	Type of Competition	Potential Value	Ultimate Contract End Date
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$44.9 M	5/31/2021 Last Date to Order
ARC	561210	Safety and Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC018C0017	Full & Open	\$609 M	3/21/2023
KSC	561730	Grounds and Landscaping Maintenance and Pest Contract II	S.C. Jones Services, Inc. 80KSC019C0020	HUBZone Set-Aside	\$10.9 M	9/30/2023

Center Acronym

Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/requirement.

To view: <https://www.nasa.gov/osbp/active-contract-listings> and <https://www.hq.nasa.gov/office/procurement/forecast/>

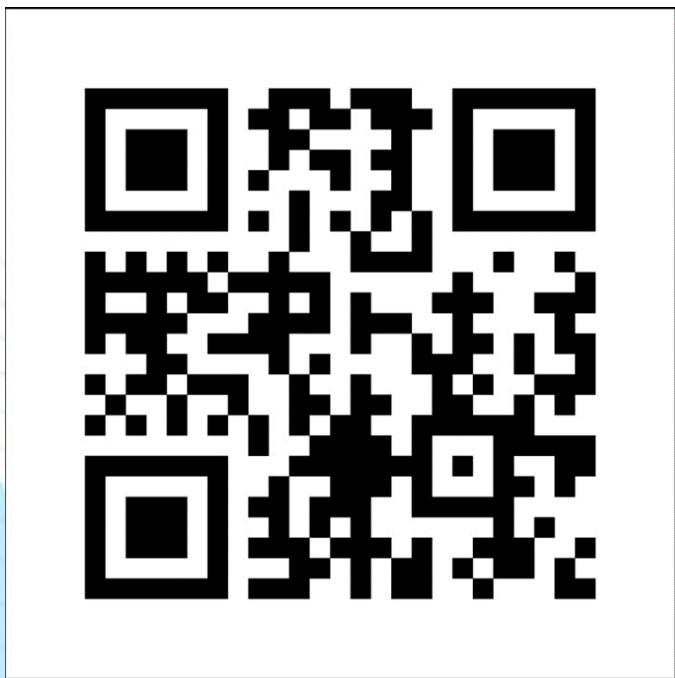
NASA Vendor Database

- The NASA Vendor Database (NVDB) is open to all vendors, both large and small, who wish to do business with the National Aeronautics and Space Administration.
 - Build a company profile
 - Conduct vendor search
 - Increase company visibility at NASA!
- For more information, visit:
<https://www.nasa.gov/osbp/nasa-vendor-database>



nasa.gov/osbp

NASA Office of Small Business Programs QR Code



OSBP Areas and Programs



OSBP Mobile App

The updated mobile app has been released!

[OSBP Mobile](#)



Active Contract Listings

Active Contract Listings (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

[Listings](#)



How to do Business with NASA

6 steps to get started!

[Business with NASA](#)



NASA Mentor-Protégé Program

NASA Mentor-Protégé Program

[MPP Program](#)



News and Events

Programs and Resources to Help You Do Business with the Federal Government - Wednesday | January 17, 2023 | 1:00 p.m. - 2:30 p.m. ET

[Calendar](#)



OSBP Leadership

Meet the OSBP Team.

[OSBP People](#)



NASA Vendor Database

Welcome to the NASA Vendor Database (NVDB). This database is open to all businesses, both large and small, who to work with NASA, as well as NASA employees who wish to view the landscape of prospective vendors.

[NVDB](#)



Small Business Resource Links

Small Business links to internal and external resources.

[Resources](#)



Awards

The NASA Office of Small Business Programs recognizes civil servant and industry achievement in, and in support of, the Agency's Small Business Program each fiscal year.

[OSBP Awards](#)



OSBP Publications

View the latest NASA OSBP Publications.

[Publications](#)



Top 20 Contractors FY23

A list of the Top 20 Prime Contractors for FY 2023.

[Read More](#)



Top 20 NAICS Codes FY23

Total dollars spent by NASA in FY2023.

[Read More](#)

Contact Information & Links

Robert Betts

Small Business Specialist

NASA Office of Small Business Programs – Langley Research Center & IT Procurement Office

Telephone: (757) 864-6074

Email: larc-smallbusiness@mail.nasa.gov & hq-itpo-SmallBusiness@mail.nasa.gov

Website: www.nasa.gov/osbp

NASA Vendor Database: <https://apps.nasa.gov/nvdb/>

NASA LaRC SB Marketing Guide: <https://www.nasa.gov/osbp/about-nasa-centers/#langley>

NASA ITPO SB Marketing Guide: <https://www.nasa.gov/osbp/about-nasa-centers/#itpo>

Langley Contractors Steering Council: <https://www.larccsc.com/>

Contact Information & Links

Jennifer Viudez

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OFFICE OF SMALL BUSINESS PROGRAMS

Richard L. Mann

Small Business Program Manager

November 2024



NASA Small Business Specialists Around the Country



Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA

Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe



Johnson Space Center
Human Space Flight Operations
Houston, TX



Robert E. Watts
Monica F. Craft
Tumarow Romain



NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller



Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Glenn Research Center
Aeronautics and
Spacecraft Technology
Cleveland, OH



Eunice J. Adams-Sipp

Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD

Kandace P. Chappell
Djaataa Onanuga



IT Procurement Office
(Virtual)



Langley Research Center
Aviation and Space Research
Hampton, VA
Robert O. Betts

Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL
Natalie B. Colvin



Marshall Space Flight Center
Space Transportation, Propulsion
Systems, Space Systems, and Science
Huntsville, AL
David E. Brock
Danielle R. Barnes



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

NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Natalie Colvin	321-867-4773	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Kandace Chappell	301-286-8136	Gsfc-smallbusiness@mail.nasa.gov
AGENCY-WIDE RESOURCE CENTER	Information Technology Procurement Office	Robert O. Betts	757-864-6074	hq-itpo-smallbusiness@mail.nasa.gov
	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

TOP 20

NAICS

Total Dollars

FY 2023

NAICS CODE AND DESCRIPTION	TOTAL DOLLARS
541710 Research and Development in the Physical, Engineering, and Life Sciences	\$10,625,868,284
541712 ——— (Except Biotechnology)	
541715 ——— (Except Nanotechnology and Biotechnology)	
336414 Guided Missile and Space Vehicle Manufacturing	\$2,908,592,217
481212 Nonscheduled Chartered Freight Air Transportation	\$1,220,167,210
541330 Engineering Services	\$1,156,868,118
561210 Facilities Support Services	\$608,837,119
541512 Computer Systems Design Services	\$573,967,728
336415 Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$534,262,099
236210 Industrial Building Construction	\$390,188,665
541519 Other Computer Related Services	\$323,287,079
517919 All Other Telecommunications	\$236,539,344
336419 Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$221,580,553
325120 Industrial Gas Manufacturing	\$215,733,617
334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$151,008,860
236220 Commercial and Institutional Building Construction	\$131,724,274
561110 Office Administrative Services	\$122,100,326
541611 Administrative Management and General Management Consulting Services	\$112,134,363
333314 Optical Instrument and Lens Manufacturing	\$111,276,705
561612 Security Guards and Patrol Services	\$100,007,655
488190 Other Support Activities for Air Transportation	\$91,999,277
541990 All Other Professional, Scientific and Technical Services	\$84,777,912

TOTAL \$19,920,921,406



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

NASA in Fairfax County FY 2024

- Total obligations \$855 million
 - Other Than Small Businesses \$651 million
 - Bechtel - \$323 million (Mobile Launcher)
 - Peraton - \$196 million (Space Network Communications)
 - Small Businesses - \$204 million
 - Four Points Technology - \$54 million (SEWP V/Cloud Services)
 - Minburn Technology Group - \$49 million (SEWP V/Licenses)

Active Contract Listings



- Recurring contracts
- Long-term planning purposes
- <https://www.nasa.gov/osbp/active-contract-listings>
 - Accounting/Financial/Business Services
 - Administrative Services
 - Environmental Services and Remediation
 - Facilities Maintenance
 - IT
 - Multiple Award Construction
 - Occupational Health
 - Protective Services

ACTIVE CONTRACT LISTINGS

NASA IT CONTRACTS							
LOCATION OF WORK*	CONTRACTING OFFICE	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
Agency-wide	ITPO	541519 & 334111	Solutions for Enterprise-Wide Procurement (SEWP) V www.sewp.nasa.gov	Multiple Awards	Full & Open SB Set-Aside HUBZone Set-Aside SDVOSB Set-Aside	Varies	04/30/2025 Last Date to Order
Agency-wide	ITPO	541512	Enterprise Application Service Technologies (EAST) 2	Science Applications International Corp NNX16MB01C	Full & Open	\$860 M	10/31/2024
Agency-wide	ITPO	541512	NASA End-User Services and Technologies (NEST)	Leidos, Inc. 80NSSC19D0001	Full & Open	\$2.9 B	8/31/2029
Agency-wide	ITPO	541512	Advanced Enterprise Global Information Technology Solutions (AEGIS)	Leidos, Inc 80TECH21DA002	Full and Open	\$2.5 B	04/30/2032 Last Date to Order
Agency-wide	ITPO	541519	Cybersecurity and Privacy Enterprise Solutions and Services (CyPRESS)	Booz Allen Hamilton, Inc. 80TECH22DA002	Full & Open	\$651 M	03/31/2031 Last Date to Order
Agency-wide	ITPO	541519	Enterprise Multimedia and Integrated Technical Services (eMITS)	Rothe Ares JV, LLC 80TECH23DA001	SB Set Aside	\$861 M	7/31/2031
Agency-wide	ITPO	541519	NASA Cloud Services	Four Points Technology, LLC 80TECH24FA015 NNG15SD22B	SB Set Aside under SEWP Schedule	\$642 M	7/31/2029
Agency-wide	ITPO	541512	NASA Consolidated Applications and Platform Services (NCAPS)	CACI, Inc. - Federal 80TECH24CA002	Full & Open	\$2 B	7/1/2032
ITPO	ITPO	541330	SEWP Information Technology Support Services (SITSS)	Halvik Corp. 80TECH22FA001 47QRAD20D8115	8(a) Competitive under GSA Schedule 70	\$149 M	11/30/2026
ARC	ITPO	541512	Ames Consolidated Information Technology Services (ACITS) 4	ASRC Federal Data Solutions, LLC 80ARC020D0006	8(a) Competitive	\$338 M	10/31/2025 Last Date to Order
GRC	ITPO	541519	Professional Administrative Computational and Engineering Services (PACE) V	BQMI-Peerless Technologies JV, LLC 80TECH21DA001	SB Set-Aside	\$473 M	07/31/2025 Last Date to Order

ACTIVE CONTRACT LISTINGS

REQUEST FOR PROPOSALS (RFPs)							
CENTER	NAICS	CONTRACT NAME	RFP Status	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE	
Government-wide	ITPO	541519 & 541512 Solutions for Enterprise-Wide Procurement (SEWP) VI	RFP closes 08/28/24 80TECH23R001	Full & Open SB Set Aside	TBD	TBD	

*Key: www.sewp.nasa.gov

ARC - Ames Research Center

GRC - Glenn Research Center

GSFC - Goddard Flight Research Center

HQ - Contracting Office is Goddard; Work is performed at NASA Headquarters

JSC - Johnson Space Center

ITPO - Information Technology Procurement Office, Greenbelt, MD

KSC - Kennedy Space Center

LaRC - Langley Research Center


MSFC - Marshall Space Flight Center

NSSC - NASA Shared Services Center

SSC - Stennis Space Center

SEWP

<https://sewp.nasa.gov/>



SEWP V

Helpline: (301) 286-1478
help@sewp.nasa.gov

Orders: FAX (301) 286-0317
sewporders@sewp.nasa.gov

Customer Support Center

FAST ACCESS
PROCUREMENT INFO
CONTRACT HOLDERS
SEWP TOOLS
CUSTOMER SERVICE
AGENCY RESOURCES
CATALOGS
SEWP VI
CHAT NOW!
LOG-IN

[Print This Page](#)

NASA SEWP Contract Holders

- Select the Company Name to display the detailed information page for the specified Contract Holder.
- Select the column heading 'Company' or 'Contract' to sort the table by that column - select it again to reverse the sort.
- Select a group below to only show Contract Holders within the specified group.
- Enter text in the search field to search within the table. Select from the radio buttons above the field to restrict your search. Select clear search to clear the search field.

Group A: All Contract Holders WOSB Small Business

Groups B,C,D: All Contract Holders WOSB HUBZone SDVOSB Small Business EDWOSB

All Contract Holders / All Groups

[ISO-20243 Certified](#)

[SBA Certified WOSBs](#)

[COVID-19 FAR Clause Incorporated](#)

Search: _____

Contract Holder Name
 All Fields

clear search

Company	Contract(s)	Group(s)	Business Designation
Group A:			NAICS Code: 334111
ABBA Technologies, Inc. (ABBA Technologies)	NNG15SC00B	A	Small Business
ABF Data Systems, Inc. dba Direct Systems Support (DSS)	NNG15SD46B	A	Small Business
Alliance Technology Group, LLC (Alliance Technology)	NNG15SC02B	A	WOSB
Better Direct, LLC (Better Direct)	NNG15SD45B	A	HUBZone, SDVOSB, VOSB
Contract Technology Corporation (Contract Technology)	NNG15SC02B	A	Other Than Small

NASA Vendor Database

The NASA Vendor Database (NVDB) is open to all businesses (large and small), non-profits, and Colleges/Universities who desire to work with NASA, as well as NASA employees who wish to view the landscape of prospective vendors.

The NVDB is solely utilized for information sharing, market research, and acquisition planning. The database may also be used by industry when searching for capabilities to support subcontracting opportunities or for networking purposes. Vendors are required to upload a capability statement when they register.

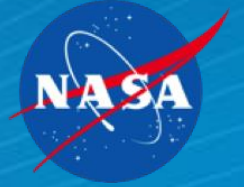
Vendors registered in the former NVDB must re-register in the NEW database.

The former NVDB database was decommissioned effective June 15, 2023.

Register your business today!

Link: <https://apps.nasa.gov/nvdb/>

FY 2023 Small Business Dollars



Total Dollars* \$20.7 Billion

...of that:

Total Dollars to Small Business \$ 7.6 Billion

...of that:

Prime Small Business \$ 3.6 Billion

Subcontract Small Business \$ 4.0 Billion

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/suppliernet	\$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

NASA Mentor-Protégé Program

The NASA MPP encourages NASA prime contractors to assist eligible Protégés, thereby enhancing the Protégés' capabilities to perform on NASA contracts and subcontracts, fostering the establishment of long-term business relationships between these entities and NASA prime contractors, and increasing the overall number of these entities that receive NASA contract and subcontract awards.

Webpage: <https://www.nasa.gov/osbp/mentor-protege-program>

E-mail Address MSFC-NASAMentorProtegeProgram@mail.nasa.gov

MPP Re-launched November 1, 2024

Time Investment



- Research opportunities
- Build relationships
 - Research Center Industry Councils
 - Mentor-Protégé Program
- Be persistent but not a stalker
- Prepare for upcoming opportunities **18 to 24 months** in advance of solicitation
- Respond to and review NASA Sources Sought and Request for Information solicitations
- Phone call vs. Email

Contact Info



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OFFICE OF **SMALL BUSINESS** PROGRAMS
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