



OSDBU NEWS BULLETIN

Published by the Office of Small & Disadvantaged Business Utilization (OSDBU) of the National Aeronautics & Space Administration (NASA) Headquarters, Washington, D.C. January 2004 Number 1

NASA'S SUCCESSFUL MARS MISSION TOUTS SMALL DISADVANTAGED BUSINESS

On January 3, 2004 NASA celebrated the successful landing of the **Mars Exploration Rover Spirit** in the Gusev Crater, "This is a big night for NASA. We're back. I am very proud of this team, and we're on Mars!" said **NASA Administrator Sean O'Keefe**. The soft landing of Spirit followed its dramatic six-minute descent through the Martian atmosphere. One contractor that was a valuable part of that team was **ION Corporation**, a small disadvantaged business, based in Minneapolis, Minnesota.

Headed by its **President and CEO Wendell Maddox**, ION signed a contract with JPL in 2002 to fabricate and deliver certain hardware systems that would be installed into NASA's **Jet Propulsion Laboratory's (JPL) Deep Space Network**. Those systems contributed to the first color image of Mars taken by the panoramic camera on the Mars Exploration Rover Spirit. In the words of a leading JPL technical program official, "It is the highest resolution image ever taken on the surface of another planet. Through your [ION's] participation in supplying the 20kW transmitter systems recently installed in JPL's Deep Space Network, our success is yours as well." The systems built by ION were deployed in several strategic places around the world, including Australia and Spain.

NASA VOTED ONE OF TOP 3 GOVERNMENT AGENCIES FOR CONTRACTING TO MULTICULTURAL BUSINESSES

In December 12, 2003 NASA was voted one of the top 3 government agencies for multicultural business opportunities, following the Small Business Administration (SBA) and the Department of Defense (DOD), in an online election of diversity business owners. The honor also extended to seventeen other Government agencies, included on the Top 20 List. The election is conducted annually by **DiversityBusiness.com**, one of the nation's leading multicultural B2B online portals. The voting business owners were asked to base their decisions on such factors as volume, consistency and quality of business opportunities granted to women and minority-owned companies.

Although ranked third overall, **NASA** was the **highest rated civilian agency** on the Top 20 List with major contracting authority. A complete list of the winners is available at: <http://www.div2000.com/div50>.

NASA OSDBU 8TH ANNUAL MENTOR PROTÉGÉ PROGRAM CONFERENCE IS OVERWHELMING SUCCESS

On December 2-3, 2003 NASA's Office of Small and Disadvantaged Business Utilization (OSDBU) held its **8th Annual Mentor Protégé Conference** in Washington, D.C., which turned out to be its best ever. The conference attracted nearly 300 attendees, more than twice the anticipated total, from all over the country, including Hawaii. In fact sixty percent (60%) of the attendees were from outside the Washington, D.C. Metropolitan Area. The event opened with an overview of NASA's unique Mentor Protégé Program presented by its Manager and Conference Coordinator **Lamont Hames**, which was followed by featured success stories by past participants in the program. A major part of the morning session was the unveiling of the NASA Mentor-Protégé Program Management Information System (MP/MIS), an OSDBU eGov

initiative. The MP/MIS, which allows industry to conduct and manage all of its Mentor-Protégé business on-line, is the only known web-based software program of its kind in the Federal government.

Afterwards, The Honorable **J.T. Jezierski, NASA's White House Liaison**, gave a very inspiring luncheon speech, stating that NASA's Mentor Protégé Program was one of those initiatives he would share with the White House as a model best practice. The afternoon session of the Conference featured two CEO Roundtables. In a unique news talk show like format, the first roundtable featured the CEO's of six SDB Mid Majors (medium sized firms), and the second featured major prime contractors. Some of the workshops and panels were received with standing ovations.

Also, in a pre-event press conference, **ERC, Inc.** of Huntsville, Alabama, along with its President **Dr. Ernie Wu**, was recognized for the company's dramatic activities immediately following the loss of Space Shuttle Columbia and its crew. As a protégé in NASA's Program, ERC is a subcontractor to its mentor, **Jacobs-Sverdrup Corporation**, also of Huntsville, Alabama. On the morning of the Columbia Shuttle accident last February, Dr. Wu's company sprang into action by providing photographic analysis support to the investigation. ERC reviewed *Columbia* launch footage, re-entry footage, and footage from other missions. The movies, images, timelines, and power point presentations that the firm put together were then added to a restricted web page for use in the investigation. With the help of other team members in providing pertinent data, ERC also modeled the trajectory of the foam debris that impacted the orbiter during its ascent.

"We were quite proud of the value added support ERC provided to us during that critical time," said Ralph C. Thomas III, NASA Assistant Administrator for Small and Disadvantaged Business Utilization. "This is particularly gratifying because a great feat by a small business was accomplished in the context of a mentor-protégé relationship. This lifts the stature of our program to the highest level."

NASA MINORITY BUSINESS RESOURCE ADVISORY COMMITTEE (MBRAC) CONVENES AT LANGLEY RESEARCH CENTER

At its December 2003 meeting at **Langley Research Center in Hampton, Virginia**, NASA's **Minority Business Resource Advisory Committee (MBRAC)** had its quarterly meeting at the agency's **Langley Research Center in Hampton, Virginia** re-emphasized the passing of its Resolution at its last meeting in Washington, D.C. in September 2003 in which it listed the "**Model Principles for Teaming Agreements between Small Businesses and Major Corporate Prime Contractors.**" The elaborate document is the first of its kind and MBRAC is hoping that it becomes industry standard in the aerospace industry. A copy of the document can be found by going to the NASA OSDBU website at <osdbu.nasa.gov>

NASA ADMINISTRATOR NOTIFIES CONGRESSIONAL LEADERS OF AGENCY'S SMALL BUSINESS ACCOMPLISHMENTS

In November 2003 **Administrator Sean O'Keefe** wrote to the Chairs and Ranking Minority Members of the most influential committees overseeing NASA and informed them of NASA's record breaking small business accomplishments for the previous fiscal year. He pointed out with supporting charts that NASA had awarded more 8(a) contract dollars to small disadvantaged businesses than any other civilian agency; subcontracted a higher percentage of its total contract dollars to small disadvantaged businesses than any other agency; and had the highest percentage growth of prime contract dollars to small businesses over the past decade than any other agency. He added that NASA's total prime and subcontract dollars to minority small disadvantaged businesses, women-owned small businesses, Historically Underutilized Business Zone Contractors and Service Disabled Veteran Small Businesses, were at the agency's highest level ever.

THOMAS NAMED MINORITY BUSINESS ENTERPRISE ADVOCATE OF THE YEAR

NASA Assistant Administrator **Ralph C. Thomas III** was named **Minority Business Enterprise Advocate of the Year** by *Asian Enterprise Magazine*, the nation's largest Asian American business focus magazine. Based in Diamond Bar, California, the magazine sponsors a competition-based, annual awards program that seeks to recognize outstanding Asian American small businesses. Thomas was recognized as an "exemplary leader" who has "stood behind the spirit of the Asian Pacific American small business enterprise." In notifying Mr. Thomas of his selection, the magazine's publisher stated that, "Our awards committee was truly impressed with your efforts in creating substantial resources and opportunities for Asian Pacific American business owners across America. Likewise, your commitment in advancing the spirit of equity and diversity within the organizations you serve is courageous and truthful in its intent."

Thomas points out that NASA works to create opportunities for all categories of small businesses, regardless of ethnicity, gender, or other classification. Notwithstanding that, he adds, "Whenever our efforts are recognized and appreciated by any one of the groups we're dedicated to serve, we are greatly honored."

NASA OSDBU WELCOMES NEW STAFF MEMBERS

The NASA OSDBU added two new members to its team. One is **Shirley Perez**, who will become the office's new **Women's Business Advocate**. Ms. Perez is a veteran of 26 years at NASA. She was most recently the head of the Resources Management Division at NASA's Office of External Affairs. She brings a background of management and budget experience. The latest member is **Dr. Eleanor Chiogioji**, who serves as **Special Assistant to the Assistant Administrator**. She was most recently the head of AT&T's Center for Training Technologies. She is also the former successful head of a Fast Track 50, 8(a) firm and was a former member of NASA's Minority Business Resource and Advisory Committee. Meanwhile, long time OSDBU Program Manager for Science **Lamont Hames**, was recently named as the office's **Chief of Staff**.

NASA/JET PROPULSION LABORATORY TO HOLD ANNUAL SMALL BUSINESS CONFERENCE

The **NASA/JPL 2004 High Tech Small Business Conference** will be held on **Tuesday, March 2 and Wednesday, March 3, 2004** at the **Radisson Hotel** located at 6225 West Century Boulevard in **Los Angeles, California**. It serves as a one-stop conference in that all of our field centers are represented there, as well as all of our major prime contractors. In addition, more than a hundred other federal and state agencies, universities, utility companies and other major buyers will be there. More than 1500 attendees usually participate in this event.

Although the two-day event is designed primarily for high tech firms, it has been noticed that non high tech firms also benefit by attending. The conference is filled with substantive workshops on how to obtain contracts and subcontracts from NASA and provides numerous networking opportunities for small businesses that are serious about facilitating partnerships with NASA, its major prime contractors, and/or others. A registration fee of **\$100 per person** includes two continental breakfasts, two lunches, two networking receptions, program materials, and instructional workshops. Rooms are **\$99 single/double occupancy**. To find out more, go to <http://acquisition.jpl.nasa.gov/boo> or contact Margo Kuhn at margo.p.kuhn@jpl.nasa.gov

NASA OSDBU TO HOLD ADVANCED TRAINING COURSE

NASA's **Advanced Training And Development Course for Small Businesses in Advanced Technologies (TADSBAT)** will be held February 10 - 12 at the **Ohio Aerospace Institute (OAI)**, 22800 Cedar Point Road, **Cleveland, Ohio**, near **NASA's Glenn Research Center**. The course, which is a follow on to the Basic TADSBAT course, focuses entirely on marketing, competitive proposal preparation, and financial and accounting standards as it relates to doing business with NASA. To be eligible for the course, one need only to: 1) have taken the basic TADSBAT course or 2) have been in business for at least five (5) years. For more information please go to our website at <osdbu.nasa.gov> and key on "Training and Development."

FEDERAL OSDBU DIRECTORS COUNCIL HONORS THOMAS

At its recent Holiday Luncheon the **Federal Office of Small and Disadvantaged Business Utilization (OSDBU) Directors Council** honored **NASA Assistant Administrator Ralph C. Thomas III** with an Appreciation Award for his two terms as Chairman of the body. The organization consists of the heads of the OSDBU's of the other Federal agencies within the government. Thomas served as the organization's Chairman from 2001-2003. During that time the Council accomplished the following:

1) Published a first -ever "**Federal OSDBU Director's Guide to Best Practices Guide for Increasing Prime and Subcontract Dollars to Small Businesses;**" 2) Developed "**Best Principles For Improving Agency Subcontracting Programs;**" 3) Established an **External Liaison Committee**, involving small business trade associations, out of which came the "**Model Code of Expectations between Federal OSDBU's and Small Businesses;**" 4) Established the practice of having additional meetings other than its regular monthly meetings to put more time into important issues; 5) Established the Council's own website (www.osdbu.gov); 6) Approved an organizational charter for the first time; 7) Had two (2) successful national **Federal OSDBU Directors Procurement Conferences** in Upper Marlboro, Maryland, numbering 2000 in 2002 and 2500 in 2003, the highest numbers ever; 8) Brought formality to the monthly meetings with official minutes; 9) Got major corporate small business liaison officers involved with the Council; and, 10) Introduced a **model performance measurement standard** to evaluate the small business programs of the various Federal agencies, recently adopted by the Federal Bar Association's Committee on Small Business and Socioeconomic Matters.

NEWS FROM THE NASA FIELD CENTERS

MARSHALL SPACE FLIGHT CENTER – HUNTSVILLE, ALABAMA

On January 1, MSFC awarded a cost- plus- award -fee contract to **Colsa Corporation**, a **service-disabled veteran-owned small business**, to provide operations support at the Huntsville Operation Support Center (HOSC). The contract is a 5-year effort valued at \$110,380,521. Requirement was competed as a small business set-aside. (Contract NNM04-AA07C)

On December 24, MSFC awarded a firm- fixed- price indefinite delivery/indefinite quantity GSA purchase order to **Marshall Communications**, a **small disadvantaged business** for NASA Integrated Telecommunication Services. The award is a 4-year effort valued at \$25,467,598. (Purchase Order NNM04-AA54C)

On December 24, MSFC awarded a firm fixed price indefinite delivery/indefinite quantity GSA purchase order to **TKC**, an **Alaskan small disadvantaged tribally owned business**, for NASA Integrated Telecommunication Services. Award is a 20-month effort valued at \$1,589,872. (Purchase Order NNM04-AA53C)

On November 1, 2003, MSFC awarded a cost plus award fee contract to **Teledyne Brown Engineering** for Operations of the Pressurants & Propellants Facility, and Calibration Services. Contract value is \$36.5M, and of this amount contractor plans to subcontract \$12.8M or 35 percent to small business concerns.

On January 1, 2004, MSFC awarded a cost- plus- award fee indefinite quantity contract to **Science Application International Corporation** for Unified NASA Information Technology Services. Contract value is \$823.6M, and of this amount contractor plans to subcontract \$285.1M or 34.6 percent to small business concerns.

JOHNSON SPACE CENTER – HOUSTON, TEXAS

The Johnson Space Center received a beautiful etched glass standing plaque for the "**Cutting Edge Award**", at the **Women's Business Enterprise Alliance** Award Ceremony on November 20, 2003. The award was given " for the greatest increase in total dollar expenditures with Women's Business Enterprises" for FY 2002.

LANGLEY RESEARCH CENTER – HAMPTON, VIRGINIA

Langley's **Small Business Partnership Team (SBPT)** received a **Gold Award** in the **25th Annual Telly Awards Competition**. As their entry, the SBPT submitted their newly designed website (sbir.larc.nasa.gov), in the Multimedia category. The website was produced in cooperation with **Langley's Media Services Center**. The SBPT website includes information about NASA's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs, which the SBPT manages at Langley. It also contains movies about successful companies that have participated in the SBIR and STTR programs, as well as links to other agency and business development partners, to Langley-specific award information, and more. Founded in 1980, the Telly Awards recognize outstanding broadcast and non-broadcast television commercials and programs. Entries are judged by industry professionals, against a high standard of excellence in the industry. Winners of the competition represent advertising and public relations agencies, corporate communications departments, and government entities, including National Geographic Television, MSNBC, American Airlines, The Boeing Company, Time Warner Cable, DreamWorks, and The Discovery Channel International. To see the award winning website, go to <http://sbir.larc.nasa.gov>

KENNEDY SPACE CENTER – CAPE CANAVERAL, FLORIDA

Kennedy held its **Business Opportunities Expo** on October 21, 2003 at the Cruise Terminal 4 in Port Canaveral, where more than 1000 small business owners, large business representatives and other individuals gathered to learn about contracting opportunities at Kennedy Space Center (KSC). **KSC Director Jim Kennedy** opened Expo 2003, followed by NASA Assistant Administrator Ralph C. Thomas III. The event, in its 14th year, was sponsored by the **KSC Small Business Council**, the **45th Space Wing**, and the **Canaveral Port Authority**. For information about next year's event, contact the **KSC Central Industry Assistance Office** at 321-867-7353.

AMES RESEARCH CENTER – MOFFIT FIELD CALIFORNIA

NASA Ames Research Center awarded a five- year contract to **QSS Group, Inc. of Lanham, Maryland**, to provide information technology services. The cost-plus-incentive-fee contract, valued at about **\$281.5 million** for one year plus four one year options was issued through the Department of Transportation's Information Technology Omnibus Procurement (ITOP) II contract. Headed by **Frank Islam**, QSS, a

graduated 8(a) contractor, won the contract in a full and open competition. The company was NASA's **2001 Minority Contractor of the Year**.

GLENN RESEARCH CENTER – CLEVELAND, OHIO

Over the years, small firms have come to the Glenn Research Center's (GRC) Lewis Incubator for Technology (LIFT) to gain access to GRC technologies available to the public. Incubator firms with access to some of these technologies have opportunities to use them and leverage them into commercial success. To help "grow" its region's small businesses, the Center supports their use of NASA-developed technologies and encourages these technology-oriented firms to take advantage of contracting and subcontracting opportunities at GRC and elsewhere.

Following are two recent success stories in that regard:

LIFT Incubator tenant, **AP Solutions, Inc.** of Cleveland, entered into a NASA Mentor-Protégé agreement with **QSS Group, Inc.** of Lanham, MD, wherein AP Solutions will become a protégé under QSS, the mentor, under the current **Glenn Engineering Services Support (GESS)** contract held by QSS Group. The agreement was approved by NASA Headquarters on October 2. This working relationship starts immediately. AP Solutions, Inc., is a local 8(a) contractor which holds a number of contracts at GRC and also been a subcontractor to several other R&D aerospace firms throughout the country. Mr. **Frank Islam**, President and CEO of QSS, Inc., has been a proud advocate of helping local small businesses and has included a number of them under GRC's existing GESS contract. This Mentor-Protégé agreement becomes the second such agreement at GRC in the last two months. In August, **RS Information Services, Inc.** also incorporated a Mentor-Protégé agreement into its current PACE contract at GRC.

Meanwhile, another LIFT Incubator tenant, **E-merging Technologies Group, Inc.**, a local systems integration firm in Cleveland, has just become a partner with Northrop Grumman Corporation under a newly awarded U.S. Navy, nine-year, \$281 million contract. Northrop Grumman Corporation is the prime. This contract is for developing a fully integrated personnel and pay capability system for all military branches of the Department of Defense (DoD). The Defense Integrated Military Human Resource System (DIMHRS) will support more than three million military personnel deployed globally and is one of the **largest, most complex enterprise resource planning (ERP) initiatives ever launched**. It will be the single authoritative source of personnel information on individuals and units across the DoD regardless of military service affiliation!

Interestingly, these developments immediately followed the naming of Zin **Technologies** -- a local, growing high-technology firm located in Brook Park -- as NASA's **Minority Contractor of the Year** during award ceremonies at NASA Headquarters in Washington, D.C.

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This is the NASA OSDBU's first News Bulletin. Let us know how you liked it. Send comments to "Eli" at <echiogioji@hq.nasa.gov>

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