HOW TO DO BUSINESS WITH THE JET PROPULSION LABORATORY (JPL)

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Presented by:
Felicia Bell, Manager, Small Business Programs Office
THINGS TO THINK ABOUT

- Do your research on what projects and missions JPL supports.
  - There are ten (10) NASA Centers and each center has a different focus
  - JPL is primarily into space exploration and robotics

- Know your key NAICS code (s) and how they match up with JPL needs.

- Create a Capabilities Statement that highlights your solution(s) and where it fits with JPL's projects and missions.
CAPABILITY STATEMENT FORMAT

- A Capability Statement should be:
  - very brief
  - to the point
  - specifically related to the individual organization’s needs
    - Savvy contractors know that each organization has its own mission and focus, and they speak directly to those in their capability statement.
  - It is important that the document be visually interesting and have similar graphic elements to your company's brand and logo.
The five key areas included in a successful are:

• Core competencies
• Past performance
• Differentiators
• Corporate data
• Contact information (web site and a specific person's name, email and phone number)
CAPABILITY STATEMENT CONTENTS

• A Capability Statement should show:
  o a firm's logo and other branding elements
  o be free of long paragraphs
  o use short sentences
  o bulletized lists for quick visual scanning

• It is good to have a general capability statement:
  o Consider creating a new document for each agency, prime or teaming opportunity.
    ➢ Capability Statement has all the information it needs for that opportunity, and only the needed information.

• A Capability Statement is preferably only one page, one side.
MORE TIPS

• Schedule a counseling appointment with the Small Business Programs Office (SBPO) to discuss your capabilities and meet with prospective JPLrs who are seeking solutions that align with your skill set.

• Talk to businesses who currently on contract with JPL.
## UPCOMING PROCUREMENTS

<table>
<thead>
<tr>
<th>NAICS CODE</th>
<th>DESCRIPTION</th>
<th>EXPIRES</th>
<th>ESTIMATED VALUE</th>
<th>SOCIOECONOMIC PREFERENCE</th>
<th>ESTIMATED AWARD</th>
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<tbody>
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<td>Award Term Extended to 30-SEP-2019</td>
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<td>Servers &amp; Accessories iPProcurement</td>
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<td>Temporary Technical &amp; Professional Support (TTAPS)</td>
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### UPCOMING CONSTRUCTION PROCUREMENTS

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<th>SOCIOECONOMIC PREFERENCE</th>
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<td>Move, Installation and Refurbishment for modular furniture office amenities</td>
<td>30-MAR-2019</td>
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<td>Flight Electronics Integration Facility</td>
<td>New Contract</td>
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QUESTIONS