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

SPACE TECH EXPO USA

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Small Business Programs Office
Expanding Our Universe with Small Business Excellence

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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 JPLs 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 it's 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.

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CAPABILITY STATEMENT CONTENTS

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:
  - a firm's logo and other branding elements
  - be free of long paragraphs
  - use short sentences
  - bulletized lists for quick visual scanning
- It is good to have a general capability statement:
  - 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.

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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

NAICS CODE	DESCRIPTION	EXPIRES	ESTIMATED VALUE	SOCIOECONOMIC PREFERENCE	ESTIMATED AWARD
541715	Data Systems Implementation and Operations (DSIO)	Award Term Extended to 30-SEP-2019	TBD	TBD	TBD
561439	Duplicating & Reproduction Services	01-FEB-2020	$2.7M 5 Years	TBD	TBD
334111	Servers & Accessories iProcurement	20-SEP-2020	$24M 5 Years	TBD	TBD
561320	Temporary Technical & Professional Support (TTAPS)	Award Term Extended to 01-APR-2020 Potential thru 2022	$24M 5 Years	TBD	TBD
541513	Information Technology Infrastructure Support (ITISS)	Award Term Extended to 2019 Potential thru 2023	$20M Funding per year	TBD	TBD

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UPCOMING CONSTRUCTION PROCUREMENTS

NAICS CODE	DESCRIPTION	EXPIRES	ESTIMATED VALUE	SOCIOECONOMIC PREFERENCE	ESTIMATED AWARD
493110	Move, Installation and Refurbishment for modular furniture office amenities	30-MAR-2019	$33M	TBD	TBD
561612	Lab Wide Security and Fire Services	30-SEPT-2020	$77M	TBD	TBD
236220	Flight Electronics Integration Facility	New Contract	$62M	TBD	TBD

QUESTIONS

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