

eNewsletter

January 2018 - Vol. 18

NOTE: The SBPO Publishing Schedule will be every-other month beginning January 2018 as follows:

- **October - December 2017** - publish date: January 16, 2018
- January & February 2018 - publish date: March 15, 2018
- February & March 2018 - publish date: April 12, 2018
- March & April 2018 - publish date: May 15, 2018
- April & May 2018 - publish date: June 15, 2018
- May & June 2018 - publish date: July 13, 2018

October - December 2017 Outreach Events

Emerging Leaders Program October 4, 2017

Three staff members of the SBPO, Mary Helen Ruiz, Tara Every and Matthew Christian, attended the SBA Emerging Leaders Initiative on October 4, 2017 in Glendale, CA.

The SBA Emerging Leaders Initiative is a federal training initiative that specifically focuses on executives of businesses poised for growth in historically challenged communities. The initiative provides the executives with the organizational framework, resource network, and motivation required to build sustainable businesses and to promote the economic development within urban communities.

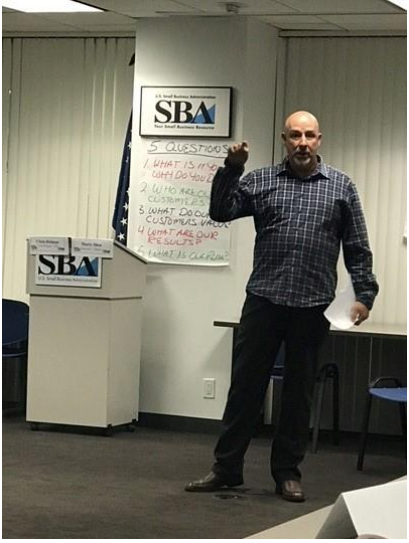
Topics such as "How to Successfully Navigate the Gov't Contracting Arena, How to Leverage Anchor Institutions to Grow Your Business and Writing Your 3 Year Strategic Plan were covered.

SBA's outreach in these communities has resulted in entrepreneurial success that generates new jobs, attracts investment, and provides a more sustainable economic base in distressed areas. The Emerging Leaders Initiative has aided over 4,000 small business owners in sustaining and growing their businesses. The Facilitator and Host of the 12th session of the Glendale Emerging Leaders event was Christopher Holman, Business Opportunity Specialist, of the Small Business Administration (SBA) office. Marty Shea, Founder and Executive Coach, of K2 Business Coaching in Temecula, CA was the instructor throughout the program.

A total of fifteen small businesses were in attendance and staff members from the JPL SBPO office, Northrop Grumman, General Services Administration, Los Angeles Unified School District and the LA Housing Authority served as Panelists to respond to questions posed by the small business representatives.

Marty Shea

Chris Holman



National HUBzone Conference October 12-13, 2017



The National HUBZone Conference coordinated by the HUBZone Contractors National Council was held on October 12th-13th at the Westfields Marriott Conference Center in Chantilly, VA.

Mary Helen Ruiz of the SBPO and Steve Simpson of the Acquisition Division attended the event.



The annual National HUBZone Conference brings together hundreds of small business contractors and dozens of federal agency and prime contractor representatives to discuss contracting opportunities and forge relationships with HUBZone firms and other small business participants.

This two-day event which had approximately 200 people in attendance featured 15 educational workshop tracks based on introduction, intermediate and advanced levels plus networking opportunities with large primes and government attendees.

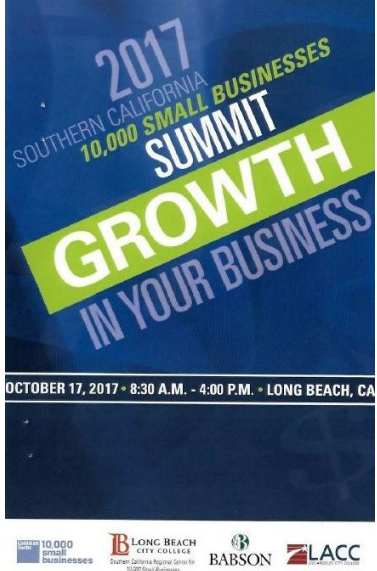
Small business participants were able to schedule matchmaking appointments with prime contractors in the morning session and with federal government agencies in the afternoon. Twenty-two (22) exhibitors representing the federal government and small business sectors participated.

Goldman Sachs 10,000 Small Business Alumni Summit October 17, 2017

The Small Business Programs Office (SBPO) received an invitation to participate in the Goldman Sachs 10,000 Small Business Alumni Summit. The event took place on October 17, 2017 at the Hyatt Regency in Long Beach, CA.

There were over 100 small businesses graduates from the Goldman Sachs Program in attendance looking to further their education on growing their businesses.

The summit provided for multi-track workshops to help further small



business development and engagement with new business opportunities. In addition, a networking session enabled the small businesses to speak with large businesses as well as government agencies.

This was a good opportunity for the SBPO to meet with established small businesses and evaluate possibilities of matching their services with JPL projects and/or missions.

CHECK OUT THEIR VIDEO!



STEAM Expo October 19, 2017



The annual Think Science, Technology, Engineering, Arts, and Math (S.T.E.A.M) Expo took place at the Los Angeles Trade Tech College on October 19, 2017. The event is designed to reach students in an informative, yet fun, and mentally stimulating environment to enlighten them regarding future opportunities in different fields relating to STEM and Arts.

Janine Lancaster and Matthew Christian of the JPL Acquisition Division's Small Business Programs Office attended this year on behalf of all of JPL. There were over 200 middle-school age students and approximately 30 exhibitors. The exhibitors consisted of government agencies, universities, and well-known entities like Walt

Disney and the Los Angeles Police Department. The outreach event allowed us to inform students about JPL's current missions, demonstrate the Mars Rover curiosity via a replica model and via a virtual reality cell phone application, and to promote opportunities within the Internship Program here at JPL.



California Contracting/Acquisition/Procurement (CCAP)
Industry Day
November 1-2, 2017



Brian Corey-NAWCWD Commander



Panel Discussion: Small Business Successes & Challenges

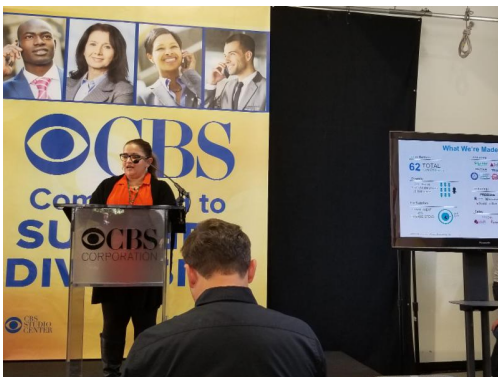
California Contracting/Acquisition/Procurement (CCAP) Industry Day Expo presented by the Naval Air Warfare Center Weapons Division (NAWCWD) Small Business Programs Office and Saalex Solutions was held at the Kerr McGee Center in Ridgecrest, CA (China Lake) on November 1-2, 2017. Staff from the SBPO and a Subcontract Manager, Bill Kert, were in attendance. Mary Helen Ruiz from the Small Business Programs Office was in attendance and represented JPL.

The objective of the event was to bridge small businesses with major prime contractors, as well as state and federal agencies and community stakeholders that are looking to connect with small business military companies to forge business relationships.

The Expo, which was open to all attendees featured 20 exhibiting companies in addition to two panel sessions. Panel #1: Small Business Successes and Challenges – Featured three small businesses with major experience in the procurement realm and successful marketing experience with the Navy and prime contractors. Panel #2: Cybersecurity—Latest On What You Need To Know – Experts explain how to identify weaknesses in operations and explore achievable solutions. The event closed with a VIP Reception with speakers and NAWCWD Leadership.



CBS Strategic Sourcing November 14, 2017



A CBS Strategic Sourcing event was hosted by CBS New York and held at the CBS Studios in Studio City, CA. Several staff from the SBPO attended.

This event connected buyers from across the CBS organization with diverse suppliers.

There were approximately 23 small business exhibitors targeting the areas of catering, environmental services, facilities, IT, marketing/advertising, post-production and creative production. A total of nine small businesses competed in a Pitching Competition to present a five-minute pitch of their business capabilities and services to the audience. The best pitch was evaluated and judged by a

panel of studio department heads. The winner was awarded the opportunity to engage with CBS Executives at a networking lunch and a free tour of the studios.

There were approximately 80 participants representing small businesses, other service providers, CBS Small Business Programs Staff and other studio personnel.

Shop Small Saturday is an annual shopping tradition dedicated to supporting small businesses and celebrating communities across the country. Founded by American Express in 2010, Small Business Saturday is celebrated every year on the Saturday after Thanksgiving.

Today, American Express provides materials for supporters



and businesses year-round, in addition to offering ways for shoppers to stay engaged with the small businesses in the community.

The SBPO and Acquisition's employees participated in the annual "Shop Small" Saturday on November 25th by shopping or dining at places like these below; 4 Color Fantasies Comics in Rancho Cucamonga, Savoy Cleaners in Granada Hills, Metaphor Boutique in Vista, The Big Catch Restaurant in Long Beach, Stark Distillery in Pasadena, Motas Mexican Restaurant in Altadena, Tea Rose Garden Restaurant in Pasadena and Port O' Call in San Marino.



Small Business Saturday, Nov. 25th

The SBPO and Acquisition staff supported small businesses in recognition of the acknowledged American Small Business shopping holiday!



Upcoming Events

Small Business Industry Awards Ceremony
March 14, 2018



JPL Recognizes the FY 2017 Small Business Industry Award Winners

Small Business Prime Contractor of the Year

Columbus Technologies and Services, Inc.

Thomas H. May Legacy of Excellence Award

Millennium Engineering & Integration Company

Small Business Advocate of the Year Award – Acquisition

Steve Simpson (2680)

Small Business Advocate of the Year Award – Non Acquisition

Lew Soloway (3000)

**JPL Special Thanks and Recognition (STAR) Award Winners
For Their Contributions to the Cassini Mission**

The Bear Fight Institute

Triton Fun Company

March 14, 2018

1:00 p.m. - 3:00 p.m.
von Karman Auditorium



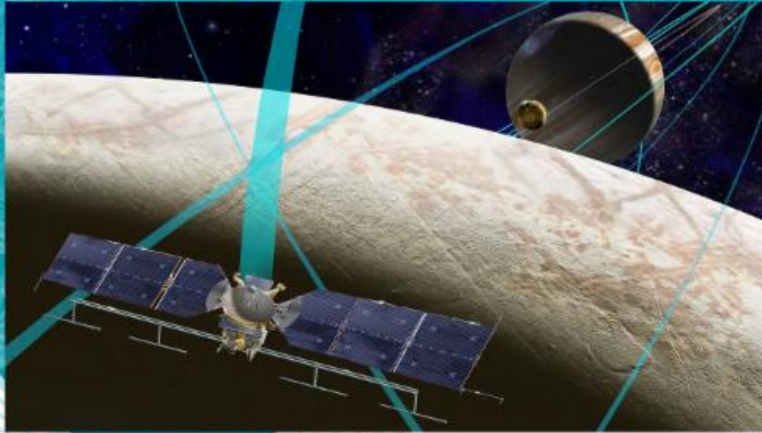
Jet Propulsion Laboratory
California Institute of Technology

Small Business Programs Office

Expanding Our Universe with Small Business Excellence

For more details, please contact smallbusiness.programsoffice@jpl.nasa.gov

SAVE THE DATE



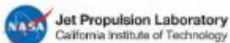
AERODEF Manufacturing 2018 Conference

JPL will be exhibiting and presenting, from 10:00 a.m. to 5:30 p.m.
at the Small Business Day

March 27th, 2018

AeroDef Manufacturing 2018
Conference: March 26-29, 2018 Exhibits: March 27-28, 2018

For additional event information please visit:
www.aerodefevent.com Long Beach Convention Center, Long Beach, CA



For more details, please contact smallbusiness.programsoffice@jpl.nasa.gov

SAVE THE DATE



Small Business Opportunity Fair

at



Sponsored by JPL, City of Pasadena &
Pasadena Chamber of Commerce

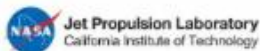
May 22nd, 2018

Pasadena Conference Center

Pasadena, CA for the Small Business Opportunity Fair (May 22nd, 2018)

SpaceTech location is Pasadena Convention Center Pasadena, CA (May 22-24, 2018)

*Small businesses can meet with Government agencies and large businesses.
Workshops and matchmaking will also be available at the event.*



Small Business Programs Office
Expanding Our Universe with Small Business Excellence

For more details, please contact smallbusiness.programsoffice@jpl.nasa.gov

Opps4vets.com Webcast January 17, 2018

Opps4vets is a service disabled veteran-owned business with offices across the country.
Their mission is to...

- Provide consultation and support for Veterans (and civilians) seeking entrepreneurial or employment opportunities.
- Provide consultation and support for Veteran (and civilian) owned businesses seeking growth and/or improvement.
- Match and connect vetted Veterans (and civilians) with Veteran (and civilian) owned businesses seeking highly qualified employees eager to work and succeed.
- Develop and implement time-tested services and products to meet your goals and ensure success.

*** They will be celebrating their 7th Annual Veteran and Small Business Summit on January 17, 2018. The JPL SBPO Representative Matt Christian will be speaking.**

LIVE WEBCAST
on
January 17, 2018
1PM ET and 10AM PT

Click on this link below to tune into the Video podcast and hear Matthew Christian from the SBPO speak on what a Veteran-Owned business should consider when reaching out to JPL to do business, what the SBPO outreach goals currently are for veterans and to provide our contact information.



<https://wherecommunitiesserveveterans.org/event-2777379>

Spotlights

Historically Black Colleges & Universities-Minority Serving Institutions **Spotlight** Tuskegee University



The Small Business Programs Office would like to recognize a Historically Black University(HBCU-MSI), Tuskegee University located in Tuskegee, Alabama that was selected to be apart of the NASA MUREP Program and that is making a difference at JPL.

The objective of the NASA-JPL Minority University Research and Education Program (MUREP) initiative is to develop relationships with Historical Black Colleges and Universities (HBCUs) and expand the number of HBCU students and faculty members who can work in the Summer at JPL.



The College of Engineering (COE) at Tuskegee University (TU) is a leading producer of African-American engineering graduates in aerospace science, chemical, electrical, and mechanical engineering. Moreover, Aerospace Science Engineering at TU is the only ABET-accredited program at an HBCU. Tuskegee University was chosen to participate in the MUREP program based on its historic record of producing high quality-engineering graduates.

Dr. Mohammad Kamal Hossain (Associate Professor, Mechanical Engineering) and Ms.

Kiana Williams (Senior, Mechanical Engineering) worked on the 7696 Telescope Testbed project to support the development of a telescope testbed conceptual design using commercially-off-the-shelf parts and materials for the optical assemblies and cameras. Mr. Kenneth Dickerson (Graduate Student, Mechanical Engineering) worked on the 7736 Spitzer project to develop software that will detect time drifts and provide notification for troubleshooting in the client workstations. Mr. Andrew White (Senior, Aerospace Engineering) worked on the 7737 3D Printing and Design for braille nameplates project.

Dr. Mohammad Kamal Hossain is an Associate Professor in the Department of Mechanical Engineering (ME) at TU. He received his PhD in ME from the University of Nevada, Las Vegas. His research interest is in the area of materials and design. He has published his research work in referred journals, book chapters, and made presentations in national and international conferences.

Small Business Spotlight Bastion Technologies, Inc.

Bastion Technologies, Inc. was established in 1998 and is a small disadvantaged business. Bastion Technologies provides its customers solutions to structural, mechanical, and electrical engineering; laboratory and developmental shop challenges to further our nation's success as a leader in research and technology. Their projects range from supporting engineering, operations, manufacturing, and fabrication of major International Space Station segments to creating designs for small robotic components.

JPL began working with Bastion Technologies, Inc. in May of 2016. Bastion has been extremely helpful with assisting the Mission Assurance Division in ramping up for Mars 2020, SWOT and EUROPA missions. Bastion is also supporting the NASA-ISRO Synthetic Aperture Radar (NISAR) and Psyche (metallic asteroid 16 Psyche) projects. Bastion's QA Team has been recognized for outstanding performance and the Europa HQA Tech Lead is a Bastion employee.



Bastion is affiliated and accredited by the following industry organizations: ISO 9001:2008 registered since 2004 and CMMI Level 3 for development and services demonstrates corporate commitment to safety and maintenance and continuous improvement of proven processes and services, CMMI Level 3, Texas Board of Professional Engineers and the American Institute of Aeronautics and Astronautics (AIAA).

Leading Bastion is their founder and President, Jorge Hernandez. Building on a family legacy that started during the Apollo program, Jorge naturally embraced science and engineering at an early age. After graduating from Texas A&M with a Bachelor of Science degree in Civil Engineering, he was honored with the distinguished National Science Foundation Scholarship to attend Stanford University.

At Stanford, he received his Master of



Science degree in Mechanical Engineering. Returning to the aerospace industry, Jorge recognized the opportunity to provide both government and industry customers quality and cost-effective engineering, design, and analysis products.

After only 10 years, Bastion has grown from three employees to more than four hundred employees nationwide because of their dedication to customer satisfaction. In 2001, Bastion expanded its business base to include the oil, gas and energy markets. Today, we support seven NASA Centers from coast to coast and major oil, gas, and energy providers in the Houston area.

Visit <http://www.bastiontechnologies.com/> for more information.

Bastion Technologies, Inc.,
Corporate Office
17625 El Camino Real, Suite 330
Houston, TX 77058

Opportunities

NASA Summer Internships 2018

NASA is currently accepting applications for **Summer 2018 internships**.
See information below.

Important Dates:

- **Application Submission: Oct 18, 2017 – March 1, 2018**
- **Internship Period:** 10 weeks in Summer 2018

Important Resources:

- Application website: <https://intern.nasa.gov>
- Virtual Career Summit video: <http://bit.ly/2x9oZJp>

NASA's live-streamed Virtual Career Summit held Wednesday, September 27th is still available online for students interested in internships, fellowships and scholarships at the space agency. The NASA Internships, Fellowships and Scholarship program (NIFS) showcases some of its missions, programs, interns and mentors. Students can learn about the current available internship, fellowship and scholarship opportunities in the STEM (Sciences, Technology, Engineering and Mathematics) fields and others, and eligibility requirements, tips for the application process and hear from previous NIFS awardees. The virtual event engaged students and NASA professionals in a question and answer session recorded during the event and also available online where you can continue to ask questions.

HUBZone Council Industry Advisory



HUBZone Council Industry Advisory

Legislative Update

DECEMBER 12, 2017

NDAA Has Been Signed into Law: HUBZone Maps Will Not Change until 2020

The 2018 National Defense Authorization Act (NDAA) has been approved by both houses of Congress and was signed into law on December 12, 2017. It includes important changes to the HUBZone Program which represent the culmination of the HUBZone Council's advocacy efforts in 2017.

The NDAA makes the following changes to the HUBZone Program:

- Freezes HUBZone maps until January 1, 2020, and transitions the program to map updates only every 5 years after 2020. (This means that redesignated areas that were set to expire in 2018 and 2019 will remain HUBZones at least until 2020.)
- Provides state governors with the ability to petition the Small Business Administration (SBA) Administrator to designate areas that have an average unemployment rate at least 120% of national or state average, whichever is lower, as HUBZones. (Petitions require annual resubmission.)
- Removes the qualifier "nonmetropolitan" from "state median income" when determining HUBZone Program eligibility for counties, expanding the number of counties that qualify for HUBZone designation.
- Requires the SBA to process HUBZone certification applications within 60 days of receipt.
- Ensures that Base Realignment & Closure (BRAC) counties receive HUBZone eligibility for a full 8 years, beginning on the date they are designated a BRAC.
- Requires the SBA to conduct a study on small business participation on multiple award contracts (MACs).

Thanks to the grassroots advocacy of the Council and its members, we were able to focus Congressional attention on the vital need to reform the HUBZone Program and ensure that changes were included in the NDAA. HUBZone Council Chair Shirley Bailey and Council members Robert Schuerger and Dennis DuFour testified before Congress. In addition, Council members made calls, sent letters, and held a Legislative Fly-in event on Capitol Hill where these changes were discussed with lawmakers. And our advocacy professionals at Madison Services Group provided critical advice and support throughout the process.

Thank you to all Council members who assisted in this advocacy effort, especially the Council's Advocacy Team members. We look forward to building on our momentum and working toward more improvements in the HUBZone Program in 2018.

If you have any questions, please [contact us](#).

JOIN the ADVOCACY TEAM

This is a critical time for the HUBZone Program. The Council needs your support to encourage Congress to make needed improvements in the Program.

The Advocacy Team (A-Team) helps fund the Council's lobbying efforts.

Questions about the A-Team? Call 703-237-3674.

Subcontracting Module Information - NVDB

NEW!

Subcontracting Module to the NASA Vendor Database (NVDB)

The subcontracting module is now available as a separate option for registrants. By joining the subcontracting module, prime contractors can find subcontracting partners. For firms looking for subcontracting opportunities, this module will provide a potential list of NASA partners. As with the regular NVDB, the subcontracting module is open to both large and small companies. Both current and new registrants must opt in to join the module.

After registering in the NVDB, log into your account, open "Manage My Vendor Record," click on the new second tab, "Subcontractor Details," and select "Yes" in the drop down menu to join. Fill in the capabilities text box.

Sign in at https://osbp.nasa.gov/vendor_database.html

To Learn More About the Small Business Program at NASA:

Online: <http://www.osbp.nasa.gov>

Telephone: 202-358-2088

E-mail: smallbusiness@nasa.gov

Twitter: @NASA_OSBP

Facebook: NASASmallBusiness

Mentor-Protégé Program

The JPL SBPO established a Mentor-Protégé Program to expand the diversity of the Laboratory's supplier base and to maintain the Laboratory's commitment to enhance and increase small business utilization. The program is designed to provide participants with access to tools, resources and training in business development, infrastructure, technical expertise and procurement performance.

The program seeks to achieve the following:

- Expand the diversity of the supplier base
- Enhance the technical capability of small businesses to successfully bid and manage subcontracts with the Laboratory and compete in the federal and prime contractor sectors.
- Increase dollars awarded to small business through establishing Mentor-Protégé subcontracts on a non-competitive basis; and
- Increase dollars awarded to small businesses and meet and exceed socioeconomic goals through the successful training of potential suppliers and through awarding subcontracts to small businesses.

One of the main target areas is the Engineering & Science Directorate as a means of gaining funding or sponsorship of a subcontract. In addition, the SBPO works to highlight the effectiveness of the Mentor-Protégé Program for establishing partnerships with future suppliers; providing exposure to technological innovations of small businesses, and demonstrating their overall impact on JPL programs and missions.

The SBPO also partners with:

- Small Business Innovative Research/Small Business Technology Transfer (SBIR/STTR) Program to include Phase II companies in the program. Participation of Phase II companies will assist the Lab's quest to enhance research and development while mentoring new or emerging small businesses.
- JPL Education Office to include Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) to strategize methods to fund an HBCU/MI Mentor-Protégé agreement.

For additional details on the JPL Mentor-Protégé Program, please contact us at

smallbusiness.programsoffice@jpl.nasa.gov

Procurement News

Janitorial Services

Procurement Type: Small Business Set-Aside
NAICS Code: 561720
Maximum Award Term: Ten (10) years
Contract Value Estimate: \$40M-\$50M
Request for Proposal (RFP) Release: November 16, 2017
Proposals Due: 01/31/2018
Source Selection: April
Subcontract Award: May
New Subcontract Operational: October 1, 2018

Stay tuned for status updates in the next issue of the SBPO Newsletter.

Data Systems Implementation & Operations (DSIO) Recompetition

Procurement Type (Full and Open or Small Business Set-Aside): TBD
Current Subcontract Expires: September 30, 2019

Develop Statement of Work/Scope: In progress
Request for Information (RFI) Issued: A 2nd RFI is to be issued on FedBizOps and NASA Vendor Database by no later than the first quarter in 2018

Request for Proposal (RFP) Release: TBD
Proposals Due: TBD
Source Selection: TBD
Subcontract Award: TBD
Subcontract Execution: TBD

Note: JPL has entered the pre-procurement phase for this competition. All communication and inquiries regarding this effort must be directed to Lara Meikle, JPL Subcontracts Manager, at (818) 354-4894 or lara.meikle@jpl.nasa.gov.

* Stayed tuned for status updates in the next issue of the SBPO Newsletter.*

Future Outreach Events

January 2018

- 29th- Feb. 2nd: 2018 Nat'l (8)a Association, Nashville, TN

February 2018

- 27th - March 2nd: CIAA Tournament/NASA OSB HBCU-MSI Event, Johnson C. Smith Univ., Charlotte, N.C.

March 2018

- 6th-9th: NASA Industry Forum/SBS Council Mtg., Washington, D.C.
- 15th: Startup Technology Co. Presentations, JPL Von Karman - **By Invitation Only**
- 26th - 30th: NASA HBCU/MSI Tech. Infusion Tour, Clark Atlanta Univ., Atlanta, GA
- 27th: AeroDef Manufacturing Expo, Long Beach, CA

Q & A with SBPO

Welcome to the Q&A with SBPO section of our newsletter! Here we will answer questions submitted to our general email box at smallbusiness.programsoffice@jpl.nasa.gov

We encourage you to submit questions with "Newsletter Q&A with SBPO" in the subject line to be included in our next issue.

JPL Small Business Council

CHAIR - Eugene Hacopians, Anre Technologie, Eugene.Hacopians@jpl.nasa.com

VICE-CHAIR - Sey Ghamari, Aerodyne, sey@aerodyneindustries.com

SECRETARY- Berj Garibekian, Trans Pacific Technologies, bgaribekian@transpacifictech.com

JPL Large Business Council

CHAIR - Sharon Bethel, Peraton, sharon.bethel@jpl.nasa.gov

VICE-CHAIR - TBD

SECRETARY - Ron Cummings, Pyro-Comm Systems, rcummings@pyrocomm.com

Contact us at smallbusiness.programsoffice@jpl.nasa.gov