

## eNewsletter March 2018 - Vol. 19

### January - February 2018 Outreach Events

#### National (8a Association) Small Business Conference January 29 - Feb. 2, 2018



Staff from the JPL SBPO and Engineering and Science Directorate attended the three day National 8(a) Association 2018 Small Business Conference that was held at the Gaylord Opryland Hotel and Convention Center in Nashville, TN on January 30, 2018 through February 1, 2018.

The NASA Headquarters Associate Administrator: Office of Small Business Programs, Glenn Delgado, was also in attendance and

facilitated the panel on *"Doing Business with NASA"*.  
The event was open to all small businesses.

There was a total of well over 900 attendees present; which consisted of over forty federal agencies, more than eighty buyers and over one hundred exhibiting companies; making this the largest conference to date.

The conference consisted of training on topics such as *Using Your 8(a) Certification to Drive Growth Now and After Graduation*, *Marketing as a Diverse Supplier from Capability Statements to Social Media* and *Tailored Techniques for Winning Government Contracts*. Additional Federal and educational breakout sessions with a focus on agency panel discussions were also offered.

#### CIAA Tournament (HBCU-MSI) Event February 27- March 2, 2018

The NASA Office of Small Business Programs (OSB) in collaboration with the John C. Smith University hosted the NASA HBCU/MI Engagement Forum on February 28, 2018 in Charlotte, NC.



Two employees, Mary Helen Ruiz and Matthew Christian, from the JPL Small Business Programs Office and Lew Soloway from the Engineering and Science Directorate supported the event.

This one-day forum provided HBCU/MI attendees the opportunity to learn about technology transfer opportunities, NASA innovations, and benefits of the NASA Mentor-Protégé Program. Panel discussions focused on the concept of building

relationships as a means of connecting HBCU/MIs to the agency and other groups through (1) Building Relationships: Networking with Federal Agencies; (2) Building Relationships: Networking with Large Prime Contractors and NASA Mentors; and (3) Building Relationships: Utilizing NASA's Small Business Specialists as potential resources. One-on-one sessions featuring NASA Center Technology Transition Leads, Small Business Specialists, and Prime Contractors to start building relationships opportunities were available to HBCU/MIs.

The forum continued with capability briefings from the eight HBCU/MIs in attendance (Alabama A&M, Claflin University, Elizabeth City State University, Fayetteville State, Johnson C. Smith University, South Carolina State, Southern University-Baton Rouge, and Virginia State.)

The event concluded with a tour of the hosting university.

The Central Intercollegiate Athletic Association (CIAA) hosted the CIAA Business Leadership Symposium on March 1, 2018 at the Charlotte Convention Center. The symposium offered eight workshops on various topics such as Access to Capital, Managing Your Employee's Careers, Managing Risk on Your Business, and Leadership That Yields Results.

The half-day event featured a Career Expo for HBCU/MI students offering Professional Development workshops. The JPL Small Business Programs Office supported the agency at the NASA booth.



## 7th Annual Veteran and Small Business Summit February 27- 28, 2018

The 7th Annual Veteran and Small Business Summit was held in Oceanside, CA on February 27th-28th and was attended by SBPO staff and Bill Mateer from Engineering. The total of registered attendees was over 800

and there were over 80 exhibitors. Large businesses, local and state agencies were also present.

The objective of the event was to assist Veteran-Owned/Service-Disabled Small Businesses in obtaining new business. Matchmaking sessions were held on both days to allow the veteran-owned company representatives the chance to have one-on-one interactions with the JPL representatives.

The event also provided an opportunity for the veterans to get assistance for personal needs such as healthcare, banking and education.

Bill Mateer, from the Engineering and Science Directorate, was given the occasion to speak on the Veteran TV Channel on behalf of JPL and Tara Every sat on a panel discussion and explained how to do business with JPL.



[Watch this video clip to for a more inside look into the event...](#)



## Goldman Sachs Business Application



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## 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*

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**March 14, 2018**

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



**Jet Propulsion Laboratory**  
California Institute of Technology

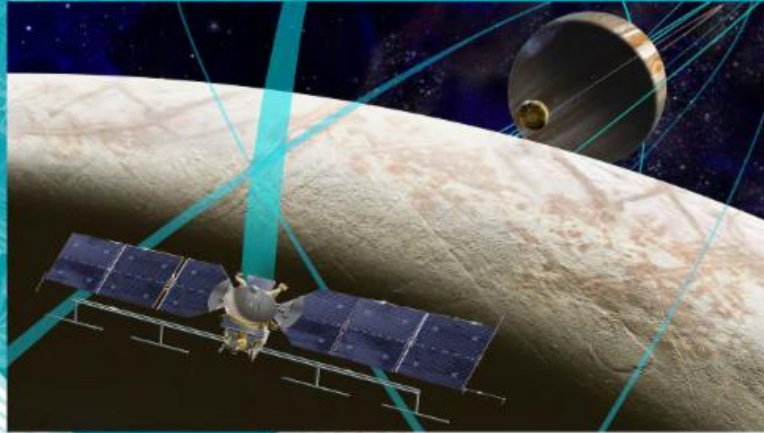
**Small Business Programs Office**

Expanding Our Universe with Small Business Excellence

For more details, please contact [smallbusiness.programsoffice@jpl.nasa.gov](mailto:smallbusiness.programsoffice@jpl.nasa.gov)

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# SAVE THE DATE



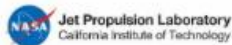
## AERODEF Manufacturing 2018 Conference

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](http://www.aerodefevent.com) Long Beach Convention Center, Long Beach, CA



For more details, please contact [smallbusiness.programsoffice@jpl.nasa.gov](mailto:smallbusiness.programsoffice@jpl.nasa.gov)

## NATIONAL SMALL BUSINESS WEEK

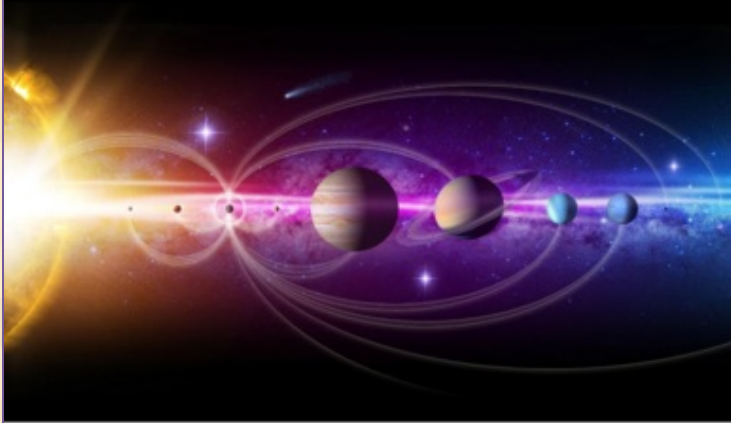
April 29 - May 5, 2018 | Save the date!





# Small Business Opportunity Fair

sponsored by  
JPL, City of Pasadena & The Pasadena Chamber of Commerce



## Pasadena Conference Center

in connection with the



**May 22, 2018**  
**8:00 am – 12:30 pm**



Please follow the link below to register:  
<https://www.jpl.nasa.gov/acquisition/events/opportunityfair2018/>

**You can register for this event by going to this link...**  
<https://www.jpl.nasa.gov/acquisition/events/opportunityfair2018/>

## Spotlights

Historically Black Colleges & Universities-Minority  
Serving Institutions (HBCU/MSI)  
North Carolina A&T University



The Small Business Programs Office would like to recognize North Carolina Agricultural & Technical State University (NC A&T); a Historically Black University (HBCU-MSI) that participated in the NASA MUREP initiative program 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.

North Carolina A&T State University, located in Greensboro, N.C., is one of the leading HBCUs that produces engineering graduates in the country.

The university was chosen to participate in the 2017 MUREP experience to enhance the research, academic and technological capabilities of participating faculty and students. In doing this, the Faculty and students were exposed to NASA-specific knowledge and skills.

Assistant Professor of Instruction, Paul Akangah, worked with Dr. Aliakbar Aghamohammadi on the “Design and Control of prototype vehicles for planetary navigation” which was a huge project involving students and faculty from other universities.

Prof. Akangah earned his B.S. degree from Kwame Nkrumah University of Science & Technology in Kumasi, Ghana, his M.S. degree in Energy Engineering in 2005 from The Royal Institute of Technology (KTH), Stockholm, Sweden and his PhD in Mechanical Engineering in 2011 from North Carolina A&T State University.

Dr. Akangah is currently teaching at the North Carolina A&T State University. His interests are in engineering education, metallic foam for thermal and structural applications, advanced composites materials and absorption refrigeration using alternative energy.

## Small Business **Spotlight** Motiv Space Systems, Inc.

Motiv Space Systems was founded in 2014 with the goal of serving the space community with innovative robotics and motion control solutions. Motiv’s early work centered on supporting NASA with efforts on advanced space based motion control. Their business base has since grown to include a broad number of space robotics, sensors, electronics and mechanisms projects.

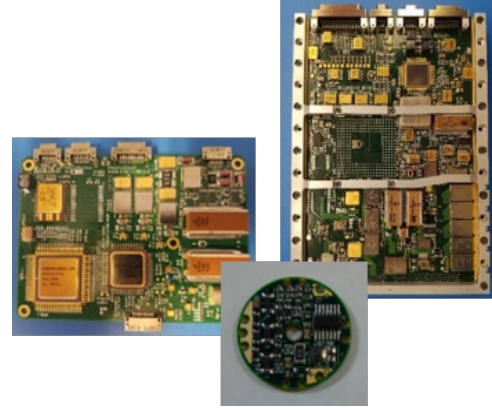
The Motiv team has significant history developing flight hardware and they continue to explore new opportunities to expand their portfolio and their team. In addition to the Mars robotic arm, Motiv is proud to be developing several other components and systems for JPL missions. Motiv’s flight motor



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controllers have been selected for several flight missions and are enabling new mission capabilities. Motiv is also supporting JPL missions with other critical electro-mechanical systems such as filter wheels and camera zoom/focus mechanisms, which are also under active development.



**Motiv's flight qualified motion control drive electronics**

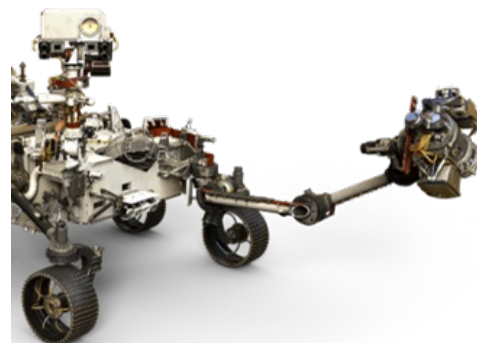
After licensing and commercializing JPL's RoboSimian robot, Motiv has developed RoboMantis to tackle an even greater array of missions. RoboMantis is a uniquely capable robot designed to perform work in hazardous environments and it is set to revolutionize mobile robotics with applications ranging from disaster response to planetary exploration.



**RoboMantis, Motiv's unmanned ground robot**

Most notably Motiv is supporting JPL through the development and delivery of the robotic arm for the Mars 2020 mission.

The President and CEO of Motiv, Chris Thayer, states that they are honored to support JPL over the past few years and they look forward to continuing that relationship for years to come! Motiv's dynamic and diverse team is located in Pasadena, just a few miles from the JPL campus.



**Motiv is currently developing the robotic arm for the Mars 2020 rover.**

Visit them at [www.motivss.com](http://www.motivss.com)

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**Keeping You Informed**

HUBZone Council Industry Advisory

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## 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.**

#### **More Information**

[http://www.hubzonecouncil.org/clubportal/ClubStatic.cfm?  
clubID=528&pubmenuOptID=46282](http://www.hubzonecouncil.org/clubportal/ClubStatic.cfm?clubID=528&pubmenuOptID=46282)

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](mailto:smallbusiness.programsoffice@jpl.nasa.gov)

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## 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 2018

Subcontract Award: May 2018

New Subcontract Operational: October 1, 2018

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

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### 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: [February 15, 2018](#)  
RFI Due: [March 15, 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](mailto:lara.meikle@jpl.nasa.gov).

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

## Upcoming Procurements

### Upcoming Major Procurements

NAICS CODE	DESCRIPTION	EXPIRES	ESTIMATED VALUE
561439	Duplicating & Reproduction Services	01-FEB-2020	\$2.7M 5 Years
334111	Servers & Accessories iProcurement	20-SEP-2020	\$24M 5 Years
561612	Security Guards & Fire Protection Services	Award Term Ext. 2 Years 30-SEP-2020	\$80-\$100M
561320	Temporary Technical & Professional Support (TTAPS)	Award Term Extended to 01-APR-2020 Potential thru 2022	\$24M 5 Years
541513	Information Technology Infrastructure Support (ITISS)	Award Term Extended to 2019 Potential thru 2023	\$20M Funding per year

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Expanding Our Universe with Small Business Excellence



**Jet Propulsion Laboratory**  
California Institute of Technology

## Construction Projects

## Upcoming Construction Projects

NAICS CODE	DESCRIPTION	EXPIRES	ESTIMATED VALUE
561210	Maintenance and Support Services for Table Mountain Facility (TMF). 24X7, 365 days a year.	30-SEPT-2018	\$3.8M
561612	Lab Wide Security and Fire Services	30-SEPT-2020	\$77M
493110	Move, Installation and Refurbishment for modular furniture office amenities	30-MAR-2019	\$33M
236220	Flight Electronics Integration Facility	New Contract	\$62M

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**Jet Propulsion Laboratory**  
California Institute of Technology

## Future Outreach Events

March 14, 2018 [SBIA Awards Ceremony, JPL, Pasadena, California](#)  
 March 27-28 [NASA HBCU/MSI Tech. Infusion Tour, Clark Atlanta Univ., Atlanta, GA](#)  
 March 27, 2018 [AeroDef Manufacturing 2018 Conference, Long Beach, California](#)  
 March 27-28, 2018 [HBCU/MSI Technology Road Tour, Clark University, Atlanta, Georgia.](#)  
 April 12, 2018 [8th Annual Southern California Small Business & Government Contracting, Irvine, CA](#)  
 May 22, 2018 [Small Business Opportunity Fair, Pasadena, California](#)  
 May 22 - 24, 2018 [Space Tech Expo, Pasadena, California.](#)  
 June 19 – 21, 2018 [WBENC 2018 National Conference & Business Fair, Detroit, Michigan.](#)  
 June 22-24, 2018 [BET Experience, Los Angeles, 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](mailto: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](mailto:Eugene.Hacopians@jpl.nasa.com)  
 VICE-CHAIR - Sey Ghamari, Aerodyne, [sey@aerodyneindustries.com](mailto:sey@aerodyneindustries.com)  
 SECRETARY- Berj Garibekian, Trans Pacific Technologies, [bgaribekian@transpacifictech.com](mailto:bgaribekian@transpacifictech.com)

## JPL Large Business Council

CHAIR - Sharon Bethel, Peraton, [sharon.bethel@jpl.nasa.gov](mailto:sharon.bethel@jpl.nasa.gov)

VICE-CHAIR - Elie Accad, Raytheon, [elie\\_accad@raytheon.com](mailto:elie_accad@raytheon.com)

SECRETARY - Ron Cummings, Pyro-Comm Systems, [rcummings@pyrocomm.com](mailto:rcummings@pyrocomm.com)

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## Newsletter Publishing Schedule

- January & February 2018 - publish date: March 15, 2018
- March & April 2018 -publish date: May 15, 2018
- May & June 2018- publish date: July 13, 2018
- July & Aug. 2018 - publish date: Sept. 13, 2018
- Sept. & Oct. 2018 - publish date: Nov. 15, 2018

**Contact us at [smallbusiness.programsoffice@jpl.nasa.gov](mailto:smallbusiness.programsoffice@jpl.nasa.gov)**