

---

# SBPO eNewsletter

## November 2018 - Vol. 23

---

The Small Business Programs Office (SBPO) works to promote and integrate small businesses into the competitive base of subcontractors that support space exploration, scientific discovery and aeronautics research at JPL. The SBPO is committed to being a trusted NASA Small Business Advocate. Below are some of the outreach events we have attended in the past few months, as well as upcoming events.

### Outreach Events

---

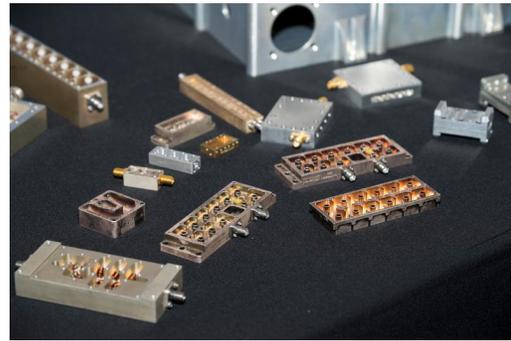
#### NASA/JPL 22nd Annual Supplier Fair October 2 in Pasadena, CA



The Small Business Programs Office (SBPO) hosted the 22nd Annual Small Business Supplier Fair on October 2 on the mall in Pasadena, CA.

This event provided a forum for small businesses to showcase their services and capabilities to potentially match the needs of current and future NASA/JPL

missions, research and development programs, institutional support, and operational efforts. The total number of exhibitors represented were 50 small businesses, 4 Government agencies, and an additional 20 suppliers (large and small) from JPL's Subcontractor Business Council. Over 500 JPL employees attended the event to meet the exhibitors, enjoy the kettle corn, and live entertainment.



[Click here for more information and photos from the 2018 Supplier Fair](#)

## NASA KSC Business Opportunities Expo 2018 October 23 in Merritt Island, FL



The NASA Kennedy Space Center (KSC) Office of Small Business Programs hosted the 28<sup>th</sup> Annual Business Opportunities Expo with support from the KSC Prime Contractors Board, U.S. Air Force 45<sup>th</sup> Space Wing, and Canaveral Port Authority. There were 2,283 registered attendees and 229 exhibitors with a focus on General Construction and Construction-related exhibitors.

Other exhibitors represented by KSC Prime Contractors, NASA, other federal agencies, small businesses, and large businesses participated in this one-day event.

All nine NASA Centers were represented by a Small Business Specialist, including JPL Small Business Administrators Matthew Christian and Mary Helen Ruiz to discuss doing business

with the agency and JPL, respectively. Mr. Bob Jones of the JPL NASA Management Office provided JPL booth support.

The Expo Agenda included Opening Remarks from KSC Director Robert Cabana, local government dignitaries, and Glenn A. Delgado, NASA Associate Administrator for the Office of Small Business Programs.



## LAEDC-SoCal Aerospace Council Meeting November 14 in El Segundo, CA



The Los Angeles Economic Development Center (LAEDC) along with the Southern California Aerospace Council held their quarterly meeting on November 14, 2018. The LAEDC invited NASA/Jet Propulsion Laboratory (JPL) to speak on upcoming programs and opportunities. Felicia Bell from the JPL Small Business Programs Office spoke on JPL's goals and objectives for helping small businesses match their skills with projects and missions. Mark Davidson from the Technology Transfer group provide guidance on the Small Business Innovation Research (SBIR) program as well as the Small Business

Technology Transfer (STTR) program. Mark shared that the next proposal cycle for the SBIR/STTR will begin in January 2019 and encouraged attendees to visit the website [www.sbir.jpl.nasa.gov](http://www.sbir.jpl.nasa.gov) for further information on the topics and subtopics NASA is looking to award. There was a matchmaking session where the attendees were able to speak to Felicia and Mark about their capabilities and possible matches to JPL needs.



## Small Business News

---



# SMALL BUSINESS | NOV SATURDAY® | 24

Support your  
community,  
invigorate  
your town,  
patronize your  
local small  
businesses.



Office of  
**Small Business Programs** (OSBP)  
where small business makes a big difference

[www.nasa.gov](http://www.nasa.gov)



## Upcoming JPL Hosted Events

Engineering, Implementation, Science, Operations &  
Communications (EISOC) Industry Day  
November 27, 2018



**SAVE THE DATE**

Engineering, Implementation,  
Science, Operations &  
Communications (EISOC)  
**Industry Day**

Tuesday - November 27, 2018

8:30am to 5:00pm

at the

Pasadena Convention Center



Jet Propulsion Laboratory  
California Institute of Technology

**CLICK HERE TO REGISTER**

**JPL Small Business Opportunity Fair**  
April 2, 2019

# SAVE THE DATE



## Small Business Opportunity Fair

Hosted by NASA/JPL, City of Pasadena, Pasadena Chamber of Commerce

### April 2nd, 2019

Pasadena Conference Center

*Exhibitors from Government agencies and large businesses will be available to discuss opportunities in their supply chain. 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](mailto:smallbusiness.programsoffice@jpl.nasa.gov)

## Other Upcoming Outreach Events

**USC Workshop**  
December 11, 2018

Attend our upcoming event

## ACCESSING CAPITAL FOR DEFENSE SUPPLIERS



Learn what financing option is right for your business at our panel discussion and one-on-one lender meetings.

**SPACE IS LIMITED  
REGISTER BY NOV. 30**

Unless you've won your fortune, you will need access to affordable, reliable capital for daily operations and future investments. However, capital programs can vary widely. Find out what financial option makes the most sense for your business by attending Accessing Capital for Defense Suppliers, hosted by the AMP SoCal Strengthening Competitiveness Program.

The event will feature a panel discussion covering different capital access options, such as:

- Equity
- Senior Debt (\$250,000 and above)
- CDFI Lender (\$250,000 and below)
- Crowdfunding

Learn about financier expectations and the conditions for investment. One-on-one lender meeting will also be offered to the first 10 registrants, which will include free pre-meeting financial support. AMP SoCal will assist you in organizing your financials and your pitch so that your business can fully profit from this valuable opportunity.

### EVENT DETAILS

DAY	TIME
TUESDAY DEC 11	9:00 AM TO 12:00 PM

University of Southern California

Price School Research Centers  
Gateway Building  
3335 S. Figueroa St. Unit A  
Los Angeles, CA 90007



Parking: USC Shrine Parking Structure  
678 W 32nd Street Los Angeles, CA 90007  
enter via 32nd St - \$12 fee

REGISTER AT

<http://bit.ly/accessing-capital>

**USCPrice**  
Sol Price School of Public Policy  
Center for Economic Development

**AMP SoCAL**  
AMERICAN MODEL BUILDING INSTITUTE  
FOR SOUTHERN CALIFORNIA  
LEADER IN THE USE OF DATA FOR ECONOMIC DEVELOPMENT

## Spotlights

### Small Business Spotlight Science Systems and Applications, Inc.



Several members of the SSAI Pasadena team during a recent visit to NASA's Jet Propulsion Laboratory.

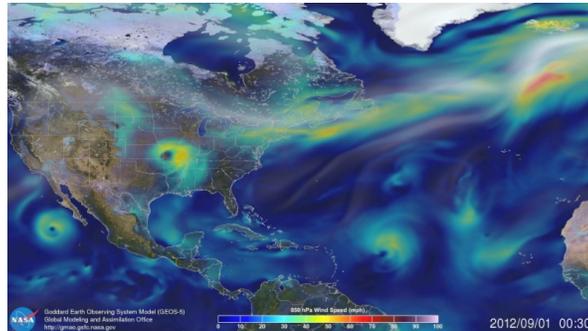


Science Systems and Applications, Inc. (SSAI), is a small business with headquarters in Maryland and offices in Pasadena, California.

SSAI has been in business with a focus on NASA scientific, engineering and IT support for over 40 years. Key capabilities include:

- Support of over 150 NASA satellite missions and science instrument projects
- Operation of several EOS satellite mission SIPS, including JPL's MLS mission, CERES, CALPISO, and more (including archive support)
- Development, design, testing, and operation of numerous scientific instruments
- IT and systems administration and security
- Science-based culture of scientists, engineers and analysts focused on NASA goals

*SSAI-created animation of NASA's GEOS-5 global model forecasts showing tropical cyclones Leslie, Michael, Nadine, Oscar, Patty, Rafael, and Sandy.*



The Pasadena office currently runs NASA's GLOBE Data Information System (DIS) – a portal which supports over 150,000 users in 121 countries. The GLOBE DIS contains a 20-year data archive and provides visualization and data retrieval support to its international audience (scientists, educators, students and citizen scientists). Hosted in the Amazon cloud, the system includes collaboration, eLearning, user management, content management, the GLOBE Observer app and other capabilities. Learn more at <https://www.globe.gov>

You may also be familiar with SSAI through the NASA DEVELOP National Program at NASA's Jet Propulsion Laboratory. DEVELOP places about 24 interns (students, recent graduates, and early-career transitioning professionals) at JPL every year through SSAI. The DEVELOP Program addresses environmental and public policy issues through interdisciplinary research projects that apply the lens of NASA Earth observations to community concerns around the globe. Participants conduct 10-week rapid feasibility projects demonstrating innovative uses of NASA Earth observations. To date, DEVELOP has had over 4,500 participants go through the program with over 880 projects completed nationwide. Learn more at <https://develop.larc.nasa.gov>

Learn more about SSAI at: <https://www.ssaihq.com/>



*DEVELOP team members both past and present at a recent 20 Year anniversary event at NASA's Jet Propulsion Laboratory.*

## NEW TOOLS FOR BUSINESSES

### Subcontracting Module Information - NVDB

#### **NEW!**

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

Twitter: [@NASA\\_OSBP](https://twitter.com/NASA_OSBP)

Facebook: [NASASmallBusiness](https://www.facebook.com/NASASmallBusiness)

## Procurement News

NAICS CODE	DESCRIPTION	EXPIRES	ESTIMATED VALUE	SOCIOECONOMIC PREFERENCE	ESTIMATED AWARD
541511	Engineering, Implementation, Science, Operations & Communications (EISOC)	Award Term Extended to 30-SEP-2019	TBD	Full and Open	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
561612	Lab Wide Security and Fire Services	30-SEPT-2020	\$80M 10 years	TBD	06/01/2020
236220	Flight Electronics Integration Facility	New Construction	\$62M	TBD	TBD



## 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.

## We would like to introduce the combined Subcontractor Business Council

### Co-CHAIR

- Eugean Hacopians, Anre Technologies, [eugean@anretech.com](mailto:eugean@anretech.com)
- Sharon Bethel, Peraton, [sbethel@peraton.com](mailto:sbethel@peraton.com)

### Co-VICE-CHAIR

- Sey Ghamari, Aerodyne, [sey@aerodyneindustries.com](mailto:sey@aerodyneindustries.com)
- Elie Accad, Raytheon, [elie\\_accad@raytheon.com](mailto:elie_accad@raytheon.com)

### SECRETARY

- Berj Garibekian, TransPacific Technologies, [bgaribekian@transpacifictech.com](mailto:bgaribekian@transpacifictech.com)

## Newsletter Publication Dates

**January & February 2018 – Publish Date March 19, 2018**

**March & April 2018 – Publish Date May 15, 2018**

**May & June 2018 – Publish Date July 13, 2018**

**July & August 2018 – Publish Date September 17, 2018**  
**September & October 2018 – Publish Date November 15, 2018**  
**November & December 2018 – Publish Date January 15, 2019**

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