



# SBPO eNewsletter

June 14, 2019 - Vol. 26

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. See below for some of the Jet Propulsion Laboratory's outreach events.

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## May 6 - Washington, D.C.

JPL's Small Business Programs Office wins the U.S. Small Business Administration (SBA) Dwight D. Eisenhower Award of Excellence for Large Business - R&D category. The SBPO Manager, Felicia Bell (center) and Mary Helen Ruiz, Small Business Administrator are pictured with Richard Mann, NASA Program Manager at the award ceremony held at the U.S. Institute for Peace.



## NATIONAL SMALL BUSINESS WEEK

May 5th - 11th, 2019



### May 7 - Pasadena, CA

The SBPO hosted the National Small Business Week celebration on the mall at JPL on May 7 with members of the JPL Subcontractor Business Council.



## WHERE JPL HAS BEEN!

### April 2 - Pasadena, CA

JPL along with the City of Pasadena and the Pasadena Chamber of Commerce hosted the 2nd Annual Small Business Opportunity Fair on April 2, 2019 at the Pasadena Conference Center. The event gave small businesses the opportunity to network with government agencies and large businesses. Workshops and panel discussions were featured while Business Matchmaking appointments allowed small businesses to meet large businesses and government agencies one-on-one. There were over 430 attendees and 120 Matchmaking sessions for this event.



Larry James, Deputy Director of JPL spoke on the key programs and missions at the Laboratory.



Antonio Watson, City of Pasadena, Purchasing Division spoke on the many opportunities available with the



Buy Local Initiative with the City of Pasadena.



Tyron Hampton, Pasadena City Council Member spoke about the importance of small businesses in growing the community.



Paul Little, President of the Pasadena Chamber of Commerce welcomed all attendees to Pasadena and encouraged them to enjoy all that the City of Pasadena has to offer.

## April 5 - Long Beach, CA



JPL was a part of a panel discussion on the first day of the 10,000 Small Business education program at Long Beach City College. The objective of the panel was to provide information to the program scholars about the resources and options available to them as small business owners.

Each of the panelists brought a different perspective on how to help the small business community. Pacific Gateway (PG), a government funded agency, discussed how there are possible opportunities for a small business to recoup some training costs for their direct employees. PG also shared another key service available to small businesses; assistance in recruiting for their job openings.

CMTC discussed how they assist with manufacturing companies. They provide a full range of consulting services that help transform the small business into an innovative, high performing, market driven and cost effective operation. These services allow the small business to increase revenue, reduce costs and improve employee performance.

The Laboratory provided the scholars a candid discussion on how to do business with JPL with a focus on the small business being solution-oriented and how they need to share their capabilities in a manner that will assist JPL in solving problems on projects and missions. JPL shared that is important for the small business to show what they can do to help JPL or any other large business meet their program objectives.

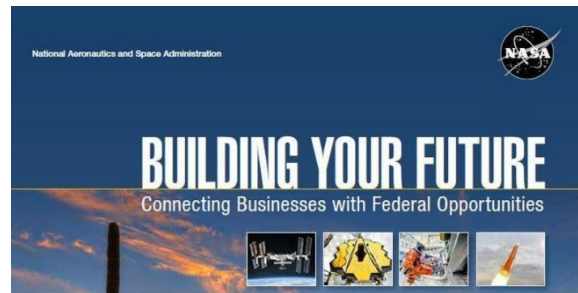
## Los Angeles Defense Supply Chain & Business

# Resource Fair



The Defense Supply Chain Business and Resource Fair was presented on the same day at the Goldman Sachs event. This San Diego East County Economic Development Center sponsored the event. The objective was to learn about new contracting opportunities and network with possible business partners. JPL presented on the different small business programs at JPL and upcoming major procurement opportunities. Northrop Grumman presented on how to do business and their supplier programs. The event closed with a dynamic presentation by Dion Rambo of Rambo House. He provided good pointers on making presentations and being prepared in knowing your customer and their needs.

## April 16 - Glendale, AZ



JPL SBPO Small Business Administrators Mary Helen Ruiz and Matthew Christian supported the NASA Office of Small Business Programs (OSBP) in partnership with the American Indian Chamber Education Fund Procurement Technical Assistance Center (AICEF PTAC), Arizona Procurement Technical Assistance Center (AZPTAC), and the Glendale Community College in Arizona at the "Building Your Future – Connecting Businesses with Federal Opportunities" Conference.



## April 30 - Long Beach, CA



AeroDef Manufacturing is the leading exposition and technical conference for the aerospace and defense manufacturing industry. The mission of the event is to advance innovation across manufacturing creativity to reduce costs, expedite production times and maintain manufacturing competitiveness in the global economy.



Two staff members from the JPL Small Business Programs Office, Mary Helen Ruiz and Matthew Christian, supported the event as exhibitors, including Shawn Goodman, Division Manager of the JPL Mechanical Systems Engineering Fabrication & Testing. Scott Premo, a JPL Manufacturing Specialist also participated in one-on-one matchmaking sessions specifically organized with pre-selected small business suppliers that meet JPL's current needs.

Matthew Christian also participated on a "How to do Business with the Government" panel discussion along with members from the Small Business Administration (SBA) and the General Services Administration (GSA). Topics discussed were programs, dos and don'ts for small businesses, and finding potential upcoming procurement opportunities for our organizations.



## May 2 - Griffith Park, CA



## HBCU-MI Spotlight



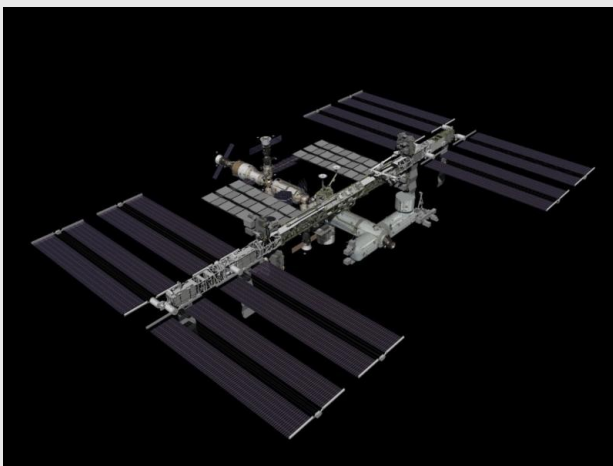
# NASA HBCU-MI Technology Infusion Tour Tuskegee University - Tuskegee, Alabama



NASA OSBP continues to promote their HBCU-MI Technology Tour. This event was hosted by Tuskegee University in Tuskegee Alabama. It is an opportunity for other HBCU-MIs to come to Tuskegee to present their capabilities to the large businesses and other NASA Centers. As the host university, Tuskegee provided a tour of their engineering laboratories to the attendees.

JPL SBPO presented on the current NAICS codes that represent our biggest spend as well as highlighting the different groups within the Engineering Science Directorate. Dr. Alvin Smith, II presented on Planetary Protection at JPL and a good option for those studying biology as a major. There were seven HBCU-MI universities invited to present, six large businesses, and government agencies in attendance. The two-day event finished with a matchmaking session for the schools with the large businesses and government agencies.

## JPL Mission Highlight - Mars Cube One (MarCO)



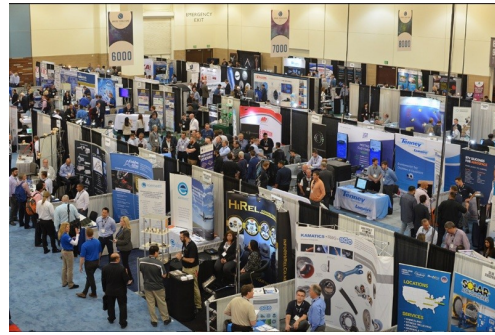
The Orbiting Carbon Observatory 3 (OCO-3) space instrument recently launched on May 4 from the NASA Kennedy Space Center in Port Canaveral, FL and successfully docked onto the International Space Station (ISS) on May 6. The instrument was designed to investigate the distribution of carbon dioxide due to growing urban populations and usage of fossil fuels in the hopes to better understand its impact to the Earth's climate.

OCO-3 was built using spare parts and materials from its predecessor OCO-2 launched on July 2, 2014. It will be hosted on the Japanese Experiment Module-Exposed Facility (JEM-EF) onboard the ISS, which focuses on research in space medicine, biology, Earth observations, material production, biotechnology and communications research.

[Click Here to Learn More About OCO-3](#)

**May 21-22 - Pasadena, CA**

JPL's Small Business Team attended the Space Tech Expo & Conference at the Pasadena Conference Center. Space Tech is America's engineering meeting place for space technology and the leading showcase of space-related technologies and innovations from systems and sub-systems, components, testing and manufacturing technologies for civil, military and commercial space applications.



## May 29-31 - San Antonio, TX

JPL's SBPO Small Business Administrators Mary Helen Ruiz and Matthew Christian attended the Veteran Entrepreneur Training Symposium. VETS 19 brought together Federal agencies, Prime contractors, and Veterans to discuss how to take full advantage of the Federally mandated contracting opportunities set aside specifically for Veteran-owned Small Businesses.

VETS connects thriving Veteran business owners with emerging Veteran entrepreneurs to expose the knowledge needed to acquire government contracts and teaming opportunities. VETS also promotes networking with government agencies, large companies, and potential clients and customers. Veterans who have attained success are one of the best resources to help other Veterans follow suit.



## Coming Soon to JPL



# SAVE THE DATE



## Outreach Initiative

Historically Black Colleges and Universities  
Minority Institutions

**July 30–31, 2019**

Jet Propulsion Laboratory  
Pasadena, California



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!

23RD ANNUAL SMALL BUSINESS

## Supplier Fair

The 2019 Supplier Fair presents 50 innovation and high-tech suppliers, showcasing core capabilities, products, and services aligned to benefit current and future NASA-JPL missions, R&D programs, and institutional support and operations.

**October 1, 2019**



**Small Business Programs Office**

Expanding Our Universe with Small Business Excellence

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## Procurement News

### JPL Long-Term Mission Testbed Facility (L-MTF)

The Laboratory is seeking potential subcontractors with capabilities to establish a Long-Term Mission Testbed Facility (L-MTF) for the purposes of hosting, maintaining and operating simulation equipment for spacecraft in flight. To view the full posting (i.e., scope of work, anticipated mandatory requirements, etc.) click the RFI link below.

**Click here for RFI**

### JPL Change Management Services

JPL is searching for qualified suppliers to perform Change Management Services in support of Human Resources. The scope is for providing customized training programs and analysis reports for respective changes in different technical divisions of the Laboratory. To view the full posting (i.e., scope of work, anticipated mandatory requirements, etc.) click the RFI link below.

[Click here for RFI](#)

## JPL Surface Biology and Geology (SBG) Designated Observable Study Team

JPL is researching qualified suppliers for an architecture trade study in support of the Surface Biology and Geology (SBG) Designated Observable Study Team. The purpose of this is to gain market knowledge of potential qualified sources relative to NAICS Code 541715. To view the full posting (i.e., scope of work, anticipated mandatory requirements, etc.) click the RFI link below.

[Click here for RFI](#)

## Upcoming Procurements

Name of Procurement	NAICS Code	Estimated Dollar Value* (From the Acquisition Forecast)	Socio-Economic Preference	Estimated Award Fiscal Year Qtr.	Re-compete (Y/N)
Lab Wide Security & Fire Services	561612	\$80M 10 years	Yes – Small Business Set Aside	FY2020 3 <sup>rd</sup> Quarter	Yes
Flight Electronics Integration Facility	236220	\$62M 1.5 Years	TBD	TBD	No
Servers & Accessories iProcurement	334111	\$24M 5 Years	TBD	TBD	Yes
Oracle support for the Office of Chief Information Officer (OCIO)	TBD	\$23M 5 Years	TBD	TBD	No
Structural/Mechanical Analysis Support	541330	\$18M 5 Years	TBD	TBD	Yes
Duplicating & Reproduction Services	561439	\$4M 5 Years	Yes – Small Business Set Aside	FY2019 4 <sup>th</sup> Quarter	Yes

## Small Business Corner

### Did you know? JPL offers counseling sessions for Small Businesses

Follow the step-by-step guide below to begin.

**Step 1** – Choose a date and time convenient for you to call or visit

**Step 2** – Complete a [JPL Supplier Profile Form](#) of your capabilities, products or services for advanced review

**Step 3** – Call us at **818-393-8018** or send your request and completed form to [smallbusiness.programsoffice@jpl.nasa.gov](mailto:smallbusiness.programsoffice@jpl.nasa.gov)

**Step 4** – Receive a call or a confirming email to coordinate your one-on-one session



## Small Business Resources

### **Procurement Technical Assistance Center (PTAC)**

Contact your local PTAC to receive information, support, and training for small businesses on selling goods and services to County, State, Federal government, and large prime contractors

### **County of Los Angeles Department of Consumer and Business Affairs LA County PTAC**

133 North Sunol • Room 218 • Los Angeles CA 90063

Michael Chong, Director • (O) 323-267-2460 • [MChong@dcba.lacounty.gov](mailto:MChong@dcba.lacounty.gov)  
[www.dcba.lacounty.gov](http://www.dcba.lacounty.gov)

### **Riverside Community College District/Regional PTAC HQ**

23555 Meyer Drive • Riverside CA 92518

Julie Padilla, Director • (O) 951-571-6459 • [julie.padilla@rccd.edu](mailto:julie.padilla@rccd.edu)  
<http://www.rccdpac.com>

### **San Diego Contracting Opportunities Center/San Diego PTAC**

Southwestern College Higher Education Center • Center for Business Advancement

880 National City Blvd • Suite 7100 • National City CA 91950

Rachel Fischer, Director • (O) 619-216-6671

[rfischer@ptac-sandiego.org](mailto:rfischer@ptac-sandiego.org)  
[www.ptac-sandiego.org](http://www.ptac-sandiego.org)

To find a PTAC near you visit <http://www.aptac-us.org/find-a-ptac/>

System for Award Management

Register to do business with the U.S. government at [www.sam.gov](http://www.sam.gov)

[Click here for sam.gov](http://www.sam.gov)

### **Regional U.S. Small Business Administration**

#### **Contacts:**

Marina Laverdy, COC Specialist, Office of Government Contracting  
(818) 552-3306; [marina.laverdy@sba.gov](mailto:marina.laverdy@sba.gov)

Aaron Parra, Procurement Center Representative  
(818) 552-3297 [aaron.parra@sba.gov](mailto:aaron.parra@sba.gov)

[Click here for the SBA Website](http://www.sba.gov)

Goldman Sachs 10,000 Small Businesses is a \$500 million investment to help entrepreneurs create jobs and economic opportunity by providing them with greater access to education, financial capital and business support services. The 10,000 Small Businesses program currently operates in 30 markets in the U.S. through a network of more than 100 academic and community partners, and the program continues to expand on a city-by-city basis.



[Click here for Goldman Sachs](#)

## Visit SBPO At These Outreach Events

### **June 2019**

19 - SBA 9th Annual SoCal Small Business & Government Contracting Conference in Garden Grove, CA

20 - DoD Western Regional Council Training Event in Irvine, CA

### **July 2019**

16-18 - NewSpace Conference in Seattle, WA

31 - August 1 - JPL HBCU/MI Outreach Initiative in Pasadena - Open to Large Prime Contractors

### **August 2019**

13-14 - NASA HBCU/MI Technology Infusion Tour at New Mexico State University in La Cruces, NM

## Subcontractor Business Council

### **Co-CHAIR**

- Eugene Hacopians, Anre Technologies, [eugene@anretech.com](mailto:eugene@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

March, April, & May 2019 – Publish Date June 14, 2019

May & June 2019 – Publish Date July 12, 2019

July & August 2019 – Publish Date September 12, 2019

September & October 2019 – Publish Date November 15, 2019

**November & December 2019 – Publish Date January 15, 2020**

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