



***2008 JPL High-Tech Conference  
Small Business Specialists  
Panel***

***Gil Del Valle  
Goddard Space Flight Center***

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# Goddard Space Flight Center





# Goddard Space Flight Center Mission

The mission of the GSFC is to expand knowledge of the Earth and its environment, the solar system and the universe through observation from space. To assure that our nation maintains leadership in this endeavor, we are committed to excellence in scientific investigation, in the development and operation of space systems, and in the advancement of essential technologies.





# GSFC Workforce & Off-site Facilities

Our Center is located in Greenbelt MD, a suburb outside of Washington, DC. The current campus encompasses approximately two square miles. Currently, about 8,200 civil servants & contractors,

Including employees working off-site at Wallops Flight Facility, GISS, IV&V and the White Sands Complex, the employment number climbs to about 9,700.





# Goddard Space Flight Center

The Center's objective:

Develop & operate a broad spectrum of flight missions.

Provide & operate space flight tracking & data acquisition network.

Develop innovative technology & instruments critical to the success of our mission.





# Goddard Space Flight Center

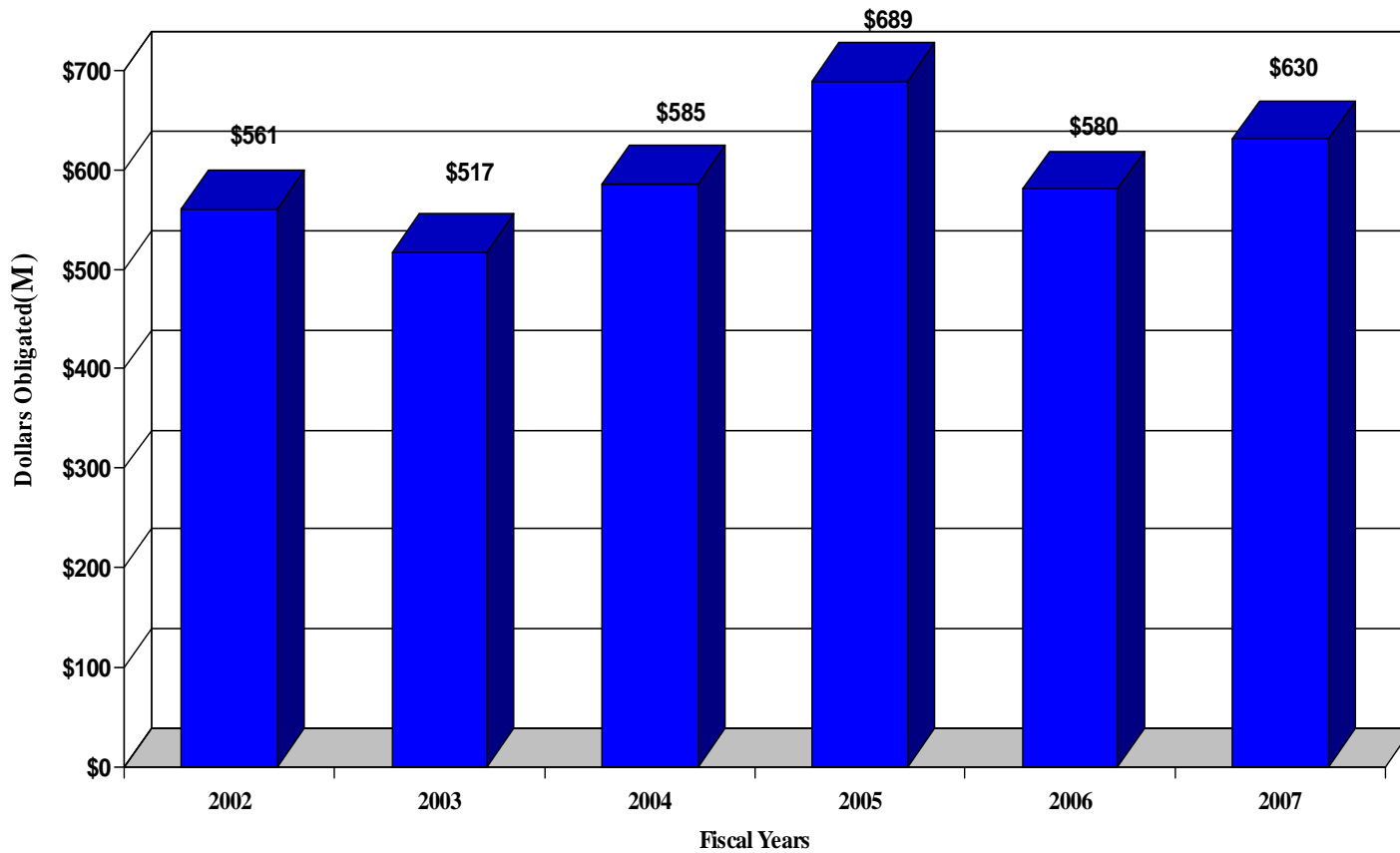
Develop & maintain advanced information systems for the display, analysis, archiving, and distribution of space and Earth science data.

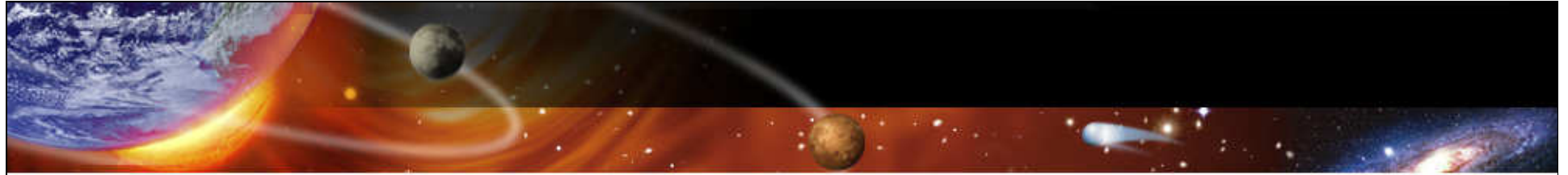
Conduct a preeminent program of research in the space and Earth science disciplines.

Develop NOAA satellite systems that provide environmental data for forecasting & research.



# GSFC Small Business Obligations FY 2002 - FY 2007 \*





## How to become a supplier to GSFC ?







# Register Your Business

Obtain a DUNS Number

<http://smallbusiness-dnb.com/default.asp>

Register with the Centralized Contractor Registration (CCR/PRO-Net)

<http://www.ccr.gov/>





# Identify your Product or Service

North American Industry Classification System (NAICS) codes.

<http://www.census.gov/naics>

Federal Supply Class or Service <http://www.dlis.dla.mil/hz>



# Identify Your Target Market within NASA

Identify what each NASA Center Procures  
[bin/nais/nasapro.cgi](http://prod.nais.nasa.gov/cgi-bin/nais/nasapro.cgi)

<http://prod.nais.nasa.gov/cgi->

Contact the Small Business Specialist located at each NASA Center for assistance on how to do business.

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



# Explore Subcontracting Opportunities

Obtain Information on subcontracting opportunities through SBA's SUB-Net.

<http://web.sba.gov/subnet>

NASA GSFC's Prime, and Small Business Listings website.

<http://210.gsfc.nasa.gov/industryassist.htm>

Attend NASA GSFC's Small Business Forums (twice a year)



# Market your company to GSFC

NASA Acquisition Forecast Database

<http://procurement.nasa.gov/cgi-bin/nais/forecast.cgi>

Learn NASA/GSFC's Organization by clicking on the codes represented on the organization chart.

<http://www.nasa.gov/centers/goddard/about/org2/html>

Send your line card information to NASA/Buyers (contact one of the GSFC Small Business staff to receive a copy of the list of the buyers)

<http://code210.gsfc.nasa.gov/SAPPOC.html>

Federal Business Opportunities website <http://www.fedbizopps.gov/>



Form partnerships with other Prime contractors such as mentor-protégé relationships.

Form partnerships with other Small Businesses who have other capabilities other than what your company has to offer.

Check NASA Small Business Programs Office Website for information regarding formal program.

<http://www.osdbu.nasa.gov>

Form Joint venture for new procurements.



# Investigate Federal Supply Schedule Contract

Contact the General Services Administration Office (GSA) on how to obtain a Federal Supply Schedule (FSS) contract . Many NASA purchases are, in fact, orders on FSS contract <http://www.gsa.gov>



# GSFC Business Opportunities

## **NASA Sounding Rocket Operation Contract (NSROC)**

**Scope of Work:** NSROC is a service support contract providing management for the continuation of the NASA Sounding Rocket Program. The program involves design, fabrication of mechanical, structural, electrical and electronic hardware; environmental testing of flight & ground support hardware and engineering, technical support services

**Type of Contract:** Cost Reimbursement

**Estimated Value:** Over \$50M

**Level of Competition:** Full & Open

**Schedule:** RFP release date-June 05, 2008, Award date-December 1, 2008

**Point Of Contact:** Pamela Taylor (757) 824-1068







# GSFC Business Opportunities

## **Rapid III, Rapid Spacecraft Development Office (RSDO)**

**Scope of Work:** RSDO is planning the follow on version of the RAPID II contract. The RSDO is responsible for the management of a dynamic & versatile program directing the definition, competition & acquisition of multiple IDIQ contracts, to offer NASA & Government Agencies fast procurement of spacecraft & flight services for future mission.

**Type of Contract:** Firm Fixed Price/IDIQ

**Estimated Value:** Over \$50M

**Level of Competition:** Full & Open

**Schedule:** RFP release date-April 15, 2008, Award date January 1, 2009

**Point Of Contact:** Diane Frazier (202) 358-0419





# GSFC Business Opportunities

## Wallops Research Range Support Services

**Scope of Work:** This procurement includes operations, maintenance & engineering services to the Wallops Research Range. These services support a full complement of mobile & fixed radar, telemetry & command destruct systems to support the range missions

**Type of Contract:** Cost Reimbursement

**Estimated Value:** Over \$50M

**Level of Competition:** Full & Open

**Schedule:** RFP release date-February 20, 2008, Award date-August 8, 2008

**Point Of Contact:** Pamela Taylor (757) 824-1068





## Other Marketing Tips

**Target your customer**

**Who procures your services?**

**What organization do they represent?**

**Arrange a meeting with Program Managers/End Users**





# GSFC Points of Contact

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