Ms. Eunice Adams-Sipp is the Small Business Specialist for the NASA Glenn Research Center located in Cleveland, Ohio.

She is responsible for promoting and integrating small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautic research. She assists in assuring that small businesses in all socio-economic categories receive adequate consideration in the procurement process.

Additionally, she represents the Agency at various events sponsored by the NASA Office of Small Business Programs (OSBP), the Small Business Administration (SBA), and other Government organizations, counseling small businesses on how to compete for Government contracts with NASA.

Ms. Adams-Sipp has over 30 years of experience as a contracting professional and has advised several Source Evaluation Boards as a Contracting Officer in the procurement process. She earned her Master of Business Degree from the University of Phoenix and a Bachelor of Arts Degree in Economics from Cleveland State University.
OUR MISSION

The mission of the NASA Office of Small Business Programs is to promote and integrate small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research.
Overview

Small Businesses are the backbone of the American economy and play a very critical role in propelling our nation forward into a new space age. Hundreds of small businesses have contributed to some of NASA's most premier space exploration missions, from the Space Launch System (SLS) to the James Webb Space Telescope. Small Businesses not only support science and technology tasks across a wide range of disciplines, but many also provide critical program management functions that keep our projects within budget and on schedule.

NASA's Office of Small Business Programs primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts. Our efforts encompass all federally recognized socio-economic small business categories and we work hard to make sure each type of business gets a fair chance to work with NASA.

- Conducts outreach to assist Small Businesses (SB).
- Influences SB policy and procedures.
- Interacts with Executive and Legislative branches.
- Administers NASA SB Awards programs.
- Provides training for NASA Acquisition personnel on SB issues.
- Negotiates SB Goals with the Small Business Administration (SBA).
- Conducts Quality/Internal Control/Center compliance reviews.
- Administers NASA's Mentor/Protégé Program.
SMALL BUSINESS PROCUREMENT SCORECARD ACHIEVEMENT

- FY 2022 – A (102.49%)
- FY 2021 – A (106.23%)
- FY 2020 – A (104.57%)
- FY 2019 – A (107.22%)
- FY 2018 – A (103.10%)
On June 15, 2021, NASA issued an RFI, seeking public input on advancing equity and support for under-represented and underserved communities in NASA programs, contracts and grants.

On July 13, 2021, NASA hosted a public meeting to discuss the RFI and further engage the public for input on implementing EO 13985.

Public input from the RFI and meeting are currently being reviewed to inform the development of the upcoming new NASA Equity Plan.

Additionally, NASA recently used a crowdsourcing tool – NASA@Work – to solicit ideas and input from the NASA workforce.
TOP TEN GRC NAICS CODES – FY23

- 541715 – Research and Development in the Physical Engineering, and Live (except Nanotechnology and Biotechnology)
- 332710 – Machine Shops
- 561210 – Facilities Support Services
- 236220 – Construction
- 541330 – Engineering Services
- 541712 – Research and Development
- 336414 – Guided Missile and Space Vehicle Manufacturing
- 541690 – Other Scientific and Technical Consulting Service
- 325120 – Industrial Gas Manufacturing
- 561210 – Facilities Support Services
Purchase Requirements are primarily procured under a five-year Blanket Purchase Agreement (BPA)

- Awarded August 2022
- Expires July 2027

Small requirements under $10k can be purchased outside of the BPA

All ten centers have Manufacturing Divisions

All Center requirements over $25k will be posted on SAM.gov
<table>
<thead>
<tr>
<th>Vendor Name and Website</th>
<th>Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>California Institute of Technology (JPL)</td>
<td>$2,658,468,662</td>
</tr>
<tr>
<td>Space Exploration Technologies Corp.</td>
<td>$2,087,826,290</td>
</tr>
<tr>
<td>The Boeing Company</td>
<td>$1,709,462,775</td>
</tr>
<tr>
<td>Lockheed Martin Corporation</td>
<td>$1,333,926,482</td>
</tr>
<tr>
<td>Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)</td>
<td>$1,130,538,409</td>
</tr>
<tr>
<td>Jacobs Technology, Inc.</td>
<td>$958,920,809</td>
</tr>
<tr>
<td>KBR, Inc. (Includes Wyle and SGT)</td>
<td>$766,344,995</td>
</tr>
<tr>
<td>Science Applications International Corporation</td>
<td>$467,709,748</td>
</tr>
<tr>
<td>Aerojet Rocketdyne of DE, Inc.</td>
<td>$408,090,107</td>
</tr>
<tr>
<td>Johns Hopkins University (5111)</td>
<td>$344,760,958</td>
</tr>
<tr>
<td>Leidos</td>
<td>$331,560,600</td>
</tr>
<tr>
<td>Science Systems and Applications, Inc.</td>
<td>$257,249,220</td>
</tr>
<tr>
<td>Peraton, Inc.</td>
<td>$253,792,456</td>
</tr>
<tr>
<td>Raytheon Technologies Corp.</td>
<td>$197,892,100</td>
</tr>
<tr>
<td>Maxar Space, LLC</td>
<td>$169,595,813</td>
</tr>
<tr>
<td>Syncom Space Services, LLC</td>
<td>$167,564,964</td>
</tr>
<tr>
<td>Universities Space Research Association</td>
<td>$161,907,607</td>
</tr>
<tr>
<td>Ball Aerospace &amp; Technologies Corp.</td>
<td>$148,348,200</td>
</tr>
<tr>
<td>Sierra Nevada Corp.</td>
<td>$140,477,554</td>
</tr>
<tr>
<td>Astrobotic Technology, Inc.</td>
<td>$117,176,864</td>
</tr>
</tbody>
</table>

**Total**: $13,811,614,612
• It is NASA policy to prepare an annual forecast and a semiannual update of expected contract opportunities, or classes of contract opportunities, for each fiscal year.

• The forecast consolidates anticipated procurements at each NASA Center with the aim of increasing industries’ advance knowledge of NASA requirements and to enhance competition.

• Consolidated Agency-wide Acquisition Forecast is provided to allow users to search multiple NASA Centers for specific types of opportunities to match your organizational interests. This tool contains “pivot table” capabilities and graphics to easily manipulate and illustrate the data.

• Contract award terms vary, so it is important to contact the small business office at each Center to inquire about specific contract end dates and upcoming competitions to ensure you have time to prepare. NASA Acquisition Forecast: http://www.hq.nasa.gov/office/procurement/forecast/
NASA Acquisition Forecast

It is NASA policy (see NASA FAR Supplement 1607.72) to prepare an annual forecast and a semiannual update of expected contract opportunities, or classes of contract opportunities, for each fiscal year. The forecast consolidates anticipated procurements (in excess of the simplified acquisition threshold) at each NASA Center with the aim of increasing industries' advance knowledge of NASA requirements and to enhance competition.

The procurements described in this forecast are expected to be solicited in this fiscal year and beyond, based on the best information available at the time of publication. All proposed procurements are subject to revision or cancellation. Final decisions as to the exact level of competition, small or disadvantaged business set-aside, estimated value, etc., will not be made until after procurement is initiated. The data is for planning purposes only; it does not represent a procurement synopsis or constitute an invitation for bid or request for proposal, nor is it a commitment by the Government to purchase the described supplies and services. You are urged to review NASAproc under Contract Opportunities for the actual notice of a pending contract action.

Agency-Wide Acquisition Forecast

FY 2022 — updated April 2022
(Revised May 2022 to include additional filtering capability. No new records were added)

The following Consolidated Agency-wide Acquisition Forecast is provided to allow users to search multiple NASA Centers for specific types of opportunities to match your organizational interests.

NASA Agency-Wide Forecast

Data Definitions

Please use the information below to navigate the Acquisition Forecast:

Acquisition Status — There are 6 possibile status states for each requirement.

- New = Requirement created during the current reporting cycle.
- Milestone Change = Requirement created prior to the current reporting cycle and no changes are needed for reporting in the current cycle. This is also the default status for all requirements at the beginning of a reporting cycle.
- Revoked = Created prior to the current reporting cycle and requires action during the current cycle.
- Awarded = Awarded during the current reporting cycle.
- Withdrawn = The requirement is no longer needed and will be removed from the forecast.

- Anticipated FY of Award = The government fiscal year when the award is expected to take place.
- Anticipated Quarter of Award = The quarter of the government fiscal year that the award is expected to take place.

Awarded Contract Number = Contract Number awarded as a result of the requirement.

Awarded Contractor Name = Contractor selected as a result of the requirement.
Obtaining documents related to the current contract may assist in better preparing for and understanding the requirements for an upcoming competition.

Each Center maintains an electronic library that contains frequently requested documents (contract documents may already be available).

Links to each Center’s FOIA page and points of contact are accessible from the Agency FOIA webpage: http://www.nasa.gov/FOIA/
NASA Active Contract Listings

ACTIVE CONTRACT LISTINGS (ACLs)

- NASA Employees Click Here
- Vendors Click Here

Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

NASA ACQUISITION FORECAST

https://www.hq.nasa.gov/office/procurement/forecast/

The NASA Acquisition Forecast is a consolidated Agency-wide forecast provided to allow users to search multiple NASA Centers for procurement opportunities.

Sample Active Contract Listing

<table>
<thead>
<tr>
<th>Center</th>
<th>NAICS</th>
<th>Contract Name</th>
<th>Contractor Name Contract #</th>
<th>Type of Competition</th>
<th>Potential Value</th>
<th>Ultimate Contract End Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARRC</td>
<td>561210</td>
<td>Facilities Operations and Maintenance Services</td>
<td>Helix Management Services, LLC NND13AD53C 80ARCC02000012</td>
<td>8(a) Competitive</td>
<td>$44.9 M</td>
<td>5/31/2021</td>
</tr>
<tr>
<td>GRC</td>
<td>561720</td>
<td>Safety and Mission Assurance</td>
<td>Bastion Technologies, Inc. 80GRC02000012</td>
<td>Full &amp; Open</td>
<td>$66.6 M</td>
<td>10/31/2024</td>
</tr>
<tr>
<td>KSC</td>
<td>561210</td>
<td>Janitorial Services</td>
<td>Creative Management Technology 80GRC02000007</td>
<td>SB Set-Aside</td>
<td>$15.4 M</td>
<td>7/31/2025</td>
</tr>
<tr>
<td>KSC</td>
<td>561730</td>
<td>Base Operations and Spaceport Services (BOSS)</td>
<td>PAE-SGT Partners, Inc. 80KSC018C0017</td>
<td>Full &amp; Open</td>
<td>$609 M</td>
<td>3/21/2023</td>
</tr>
<tr>
<td>KSC</td>
<td>561730</td>
<td>Grounds and Landscaping Maintenance and Pest Control Contract II</td>
<td>S.C. Jones Services, Inc. 80KSC019C0020</td>
<td>HUBZone Set-Aside</td>
<td>$10.9 M</td>
<td>9/30/2023</td>
</tr>
</tbody>
</table>

Center Acronym

Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/ requirement.

To view:

https://www.nasa.gov/osbp/active-contract-listings
Time to re-register!
The NEW OSBP NASA Vendor Database is here!

Scan this QR code to register for the new NASA Vendor Database or click the link below.
https://apps.nasa.gov/nvdb/
Welcome to the NEW NASA Vendor Database (NVDB)! This database is open to all businesses (large and small), and Colleges/Universities, who desire to work with NASA, as well as NASA employees who wish to view the landscape of prospective vendors.

The NVDB is solely utilized for information sharing, market research, and acquisition planning. The database may also be used by industry when searching for capabilities to support subcontracting opportunities or for networking purposes. Vendors are required to upload a capability statement when they register.

Vendors registered in the current NVDB, MUST re-register in the NEW database.

The former NVDB database was decommissioned effective June 15, 2023, and is no longer accepting new vendor profiles.

CLICK HERE to register your business today!
For External Vendors

By registering your business into the NVDB, you are expressing interest in doing business with NASA and agreeing to share key information and capabilities of your business with NASA OSBP, NASA OP personnel and other registered vendors.

Steps to Register

Registering your business in the NASA Vendor Database is easy.

**Step 1:**
Register your business in Sam.gov

This step is required to register your business in the NASA Vendor Database.

**Step 2:**
Create a NASA Guest Account to collaborate and share information.

Go to, [https://guest.nasa.gov](https://guest.nasa.gov) and setup your NASA guest Account.

**Step 3:**
After you have a guest account, click the Login button, then click the Register button to register your company in the NASA Vendor Database.

Do a lookup of your company’s UEI to pull information from sam.gov and review the information for accuracy.

Once you are ready to sign-up, click the register button and enter your information.

For Agency Users

If you are a NASA employee conducting market research, we encourage you to utilize the NVDB. The database houses vendors with capabilities within various North American Industry Classification System (NAICS) codes.

In addition, agency users can retrieve and download searches, including vendor socioeconomic data, capabilities, as well as contact information. Agency users may utilize the NVDB to email vendors directly. A NASA Access Management (NAMS) request at [https://idmax.nasa.gov/nams](https://idmax.nasa.gov/nams) is required to enable email functionality. (Accessible for approved agency users only.)

**Attention:** There is no required sign-up for NASA Civil Servants. The system operates on a single sign-on with NASA badge holders.

[CLICK HERE](#)to access the NVDB today!

Disclaimer: Vendor information contained within the NASA Vendor Database does not constitute endorsement or recommendation by NASA.

**Technical Issues & Questions**

Phone: 1-877-677-2123

Email: nasa-esd@mail.nasa.gov

Web: [https://esd.nasa.gov/esdportal](https://esd.nasa.gov/esdportal)
Are you a small business looking to make a big difference? Whether you own an engineering company, develop new telemetry software algorithms, or provide Information Technology services, the NASA Office of Small Business Programs (OSBP) can help you make that difference at the Agency by providing the necessary tools right at your fingertips.

- OSBP Mobile is designed to help:
  - Provide active contract listings and requests for proposals
  - Network with Small Business Specialists at each NASA Center
  - Explore the latest Agency prime metrics data
  - Inform you of the latest small business news and events

Come make a BIG difference at NASA!
**Marketing Do's and Don'ts**

**Do's**
- Homework (What is the Center Mission)
- Emails should be specific to an industry or contract.
- Use Freedom of Information (FOIA) to see current SOW.
- Respond to Market Research.
- Use available resources (SBA, APEX Accelerator, etc.).
- Exercise patience.
Marketing Do's and Don'ts

Don'ts

• Assume because a goal(s) are not met there will be automatic set-asides.
• Send generic responses or emails.
• Do not ask to speak to the end users. They don’t make decisions on procurement awards.
OSBP provides many resourceful publications to the small business community.

The Small Business Guide to NASA
Small Business Industry Awards
NASA Industry Forum Success Stories
NASA OSBP Spotlight
Other Publications

To view/download, visit:
https://www.nasa.gov/osbp/osbp-publications
- OSBP Learning Series
  - 1:00 p.m. ET, monthly on 3rd Wednesday
  - For more information: https://www.nasa.gov/osbp/learning-series

- Sample webinar topics:
UPCOMING OSBP OUTREACH EVENTS & WEBINARS

ONLINE: HTTPS://WWW.NASA.GOV/OSBP/REGIONAL-OUTREACH
ONLINE: HTTPS://WWW.NASA.GOV/OSBP/LEARNING-SERIES

OSBP Outreach Events

October 11, 2023
NASA Small Business Opportunities and Resources Networking Conference

January 25, 2024 (Virtual)
Details TBD

OSBP Learning Series

October 18, 2023
Equity in Action: Closing the Disability Divide

November 15, 2023
Native American Business Development Programs

December 13, 2023
Programs and Resources to Help You Do Business with the Federal Government
OSBP GETS SOCIAL!

- NASA Vendor Database
- OSBP Mobile App
- OSBP is on Facebook!
- OSBP in on Twitter!
- Subscribe to Our Mailing List

Check out NASA’s LinkedIn page for OSBP updates!
https://www.linkedin.com/company/nasa/
➢ Capability Briefings: in-person one on one meetings, virtual, telecom
➢ Joint Counseling Session featuring Small Business Service Providers
➢ Outreach Events (Regional & Local)
➢ Doing Business with GRC
   https://www.nasa.gov/centers/glenn/business/index.html
➢ GRC Small Business Advisory Council: https://grcsbac.com/
➢ GRC Contractor Information:
   https://www.nasa.gov/sites/default/files/atoms/files/local_os_ns_contractor_listing_02222023_0.pdf

“MAKING THE CONNECTION”
<table>
<thead>
<tr>
<th>Center Category</th>
<th>Center</th>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RESEARCH CENTERS</strong></td>
<td>Ames Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Armstrong Flight Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Glenn Research Center</td>
<td>Eunice J. Adams-Sipp</td>
<td>216-433-6644</td>
<td><a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Langley Research Center</td>
<td>Robert O. Betts</td>
<td>757-864-6074</td>
<td><a href="mailto:Larc-smallbusiness@mail.nasa.gov">Larc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>SPACE CENTERS</strong></td>
<td>Johnson Space Center</td>
<td>Robert E. Watts</td>
<td>281-244-5811</td>
<td><a href="mailto:Jsc-smallbusiness@mail.nasa.gov">Jsc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Kennedy Space Center</td>
<td>Joyce C. McDowell</td>
<td>321-867-3437</td>
<td><a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Marshall Space Flight Center</td>
<td>David E. Brock</td>
<td>256-544-0267</td>
<td><a href="mailto:Mscf-smallbusiness@mail.nasa.gov">Mscf-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Stennis Space Center</td>
<td>Kay S. Doane</td>
<td>228-688-1720</td>
<td><a href="mailto:Ssc-smallbusiness@mail.nasa.gov">Ssc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>SCIENCE CENTER</strong></td>
<td>Goddard Space Flight Center</td>
<td>Jennifer D. Perez</td>
<td>301-286-4379</td>
<td><a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>AGENCY-WIDE RESOURCE CENTER</strong></td>
<td>Information Technology Procurement Office</td>
<td>Robert O. Betts</td>
<td>757-864-6074</td>
<td><a href="mailto:hq-itpo-smallbusiness@mail.nasa.gov">hq-itpo-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>NASA Shared Services Center</td>
<td>Troy E. Miller</td>
<td>228-813-6558</td>
<td><a href="mailto:nssc-smallbusiness@mail.nasa.gov">nssc-smallbusiness@mail.nasa.gov</a></td>
</tr>
</tbody>
</table>
NASA SMALL BUSINESS SPECIALISTS AROUND THE COUNTRY

Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA
Christine L. Munroe

Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe

Johnson Space Center
Human Space Flight Operations
Houston, TX
Robert E. Watts
Monica F. Craft
Tumarrow Romain

NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller

Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Marshall Space Flight Center
Space Transportation, Propulsion
Systems, Space Systems, and
Science
Huntsville, AL
David E. Brock

Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD
Jennifer D. Perez
Kandace P. Chappell
Djaataa Onanuga

IT Procurement Office
Washington, DC

Langley Research Center
Aviation and Space Research
Hampton, VA
Robert O. Betts

Kennedy Space Center
Space Vehicle Launch and
Landing
Cape Canaveral, FL
Joyce C. McDowell
Natalie B. Colvin
NASA Office of Small Business Programs  Eunice Adams-Sipp, Small Business Specialist, (216) 433-6644
E-mail: GRC-SmallBusiness@mail.nasa.gov
Website: https://www1.grc.nasa.gov/

HQ Office of Small Business Programs
E-mail: smallbusiness@nasa.gov
Website: www.osbp.nasa.gov
Virtual Tours: https://www.nasa.gov/glennvirtualtours
Guided Virtual Tours: https://www.nasa.gov/nasaglenntours
Social Media:
LEARN MORE ABOUT NASA OSBP!

www.nasa.gov/osbp
Thank You!