Agenda

• Introduction
• How To Do Business With S3 on NASA SACOM
• Desirable Subcontractor Attributes
• Contacts and References
Introduction

**Contract Number:** NNS15AA01C

**Contract Type:** Hybrid Contract Type – FFP, CPIF, and IDIQ comprised of FFP and CPIF task orders

**S3:** Syncom Space Services, a Joint Venture between PAE and BWXT

**NASA SACOM:** A consolidation of contracts at two NASA facilities – the Stennis Space Center (SSC) in Hancock County, Mississippi, and the Michoud Assembly Facility (MAF) in New Orleans, Louisiana.

Centralized management of the facility operations and maintenance requirements and the test and manufacturing services at SSC and MAF.

**Period of Performance:** 9 Years and 5 months

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<th>Type</th>
<th>Start Date</th>
<th>End Date</th>
<th>Duration (Months)</th>
<th>Duration (Years)</th>
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HOW TO DO BUSINESS WITH S3 ON NASA SACOM
1. **Identify Your Product or Service**


   - Prepare a capability brief in both printed and electronic versions with an emphasis on Government work.
2. Register Your Business

- Obtain a Data Universal Numbering System (DUNS) number (http://www.dandb.com/fedgov/).

- Register with the System for Award Management (SAM) (http://www.sam.gov).

3. Identify Your Target Market Within SACOM

- Identify the top NAICS Codes you want to pursue and provide questions to the S3 Small Business Liaison Officer.
  - Small Business Certification

- Contact the Small Business Liaison Officer or S3 Supply Chain Manager for assistance on how to do business with this particular NASA Center.

- **S3 SBLO:** Tina Schultz, SBLO  
  tina.g.schultz@nasa.gov  
  985-640-7744

- **S3 Supply Chain Manager:** Stephanie Weist, Sr. Manager  
  Stephanie.weist@pae.com  
  856-872-3235
• 4. Identify Current SACOM Procurement Opportunities

  – Check with the S3 Supply Chain Office to identify current procurement opportunities in your product or service area.

  – Identify opportunities from the PWS in your product or service area by checking the Federal Business Opportunities Web site (https://www.fbo.gov), which can assist you in identifying SACOM PWS requirements.
• **5. Familiarize Yourself with SACOM Small Business Goals**

<table>
<thead>
<tr>
<th>Goals % of Contract Value</th>
<th>Goals % of Subcontract Value</th>
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</thead>
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<tr>
<td>SMALL BUSINESS</td>
<td>38.4%</td>
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<td>Small Disadvantaged Business</td>
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<tr>
<td>Women Owned Small Business</td>
<td>18%</td>
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<td>Veteran Owned Small Business</td>
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<td>Service-Disabled Veteran Owned Small Business</td>
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<tr>
<td>HUB Zone Small Business</td>
<td>6.4%</td>
</tr>
</tbody>
</table>
6. Familiarize Yourself with SACOM Contracting Procedures

- Be familiar with the Federal Acquisition Regulations (FAR) ([http://farsite.hill.af.mil](http://farsite.hill.af.mil)) and the NASA Federal Acquisition Regulation Supplement ([http://www.hq.nasa.gov/office/procurement/regs/nfstoc.htm](http://www.hq.nasa.gov/office/procurement/regs/nfstoc.htm)).

- Be familiar with NASA SACOM Flow Downs

- Be familiar with S3 Terms and Conditions
7. Seek Additional Assistance as Needed

- Request training and counseling on marketing, financial, and contracting issues at minimal or no cost from Procurement Technical Assistance Centers (PTACs) (http://www.aptac-us.org/). PTACs are located in most states and are partially funded by the U.S. Department of Defense (DOD) to provide small business concerns with information on how to do business with DOD and other Government agencies.

- Consult with the SBA’s Procurement Center Representatives (PCRs) (http://www.sba.gov/content/procurement-center-representatives) and the SBA Business Development Centers (https://www.sba.gov/tools/local-assistance/sbdc). The SBA provides each NASA Center with a liaison.

- Get free and confidential mentoring by former CEOs through SCORE (http://www.score.org).
8. Explore Subcontracting Opportunities

- Obtain information on subcontracting opportunities through the SBA’s SUB-Net (http://web.sba.gov/subnet/search/index.cfm)

- or Subcontracting Opportunities Directory (http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting/subcontracting-opportunities-directory). Solicitations or notices are posted by prime contractors.

- NASA’s list of prime vendors is located on the NASA Marshall Space Flight Center’s Web site (http://ec.msfc.nasa.gov/doing_business/).
Investigate NASA Small Business Programs

- Explore other small business programs, such as the NASA Mentor-Protégé Program (http://osbp.nasa.gov/mpp/index.html), the Small Business Innovation Research Program (http://sbir.gsfc.nasa.gov/), and the Historically Black Colleges and Universities and Minority-Serving Institutions Program.

- Information on these and other programs is available on the NASA Office of Small Business Programs Web site (http://osbp.nasa.gov).
10. Market Your Firm Well!!!

- Research requirements and familiarized yourself with NASA and SACOM procurement regulations and strategies

- Prepare brief business synopsis of your experience and expertise and provide this information to your POC

- Schedule industry capability briefs with your POC!!!

- Realize that, as with yours, your POC’s time is valuable. If the match is a good one, you can provide them with a cost-effective, quality solution to their requirements. Good luck!
Desirable Subcontractor Attributes

- Team player
- Customer focus
- Reasonable cost
- Good safety record
- Relevant experience/quality standards
  - What makes you special or unique?
- Reliable, responsive, and flexible
  - Don’t Over Promise
Primary Focus:  
"Will this company increase our chances of succeeding?"

(i) Do you have something that the prime cannot offer or one of its known and trusted subcontractors cannot offer?

(ii) Will your company's involvement reduce the prime contractor's costs?

(iii) Will you help us to meet our required Small Business Goals?

(iv) How well you know the customer and have information that will enhance the prime's position.
S3 SBLO: Tina Schultz, SBLO
tina.g.schultz@nasa.gov
228-688-2095

S3 Supply Chain Manager: Stephanie Weist, Sr. Manager
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856-872-3235

S3 Operations: George Baxter, Business Manager
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228-688-2093

S3 Program Office: Building 1100
Stennis Space Center, MS 39529
http://syncomspaceservices.com/
• **Procurement POC:**
  Robert E. Watts  
  Small Business Specialist  
  Telephone: (228) 688-1720  
  Fax: (228) 688-6024  
  Email: ssc-smallbusiness@mail.nasa.gov

• **Technical POC:**
  Thomas Stanley  
  Small Business Technical Advisor  
  Telephone: (228) 6887779  
  Fax: (228) 688-1208  
  Email: thomas.m.stanley@nasa.gov

  – Electronic Reading Room: [ww.nasa.gov/centers/stennis/about/foia/index.html](http://ww.nasa.gov/centers/stennis/about/foia/index.html)
  – NASA Office of Small Business Programs: [www.osbp.nasa.gov](http://www.osbp.nasa.gov)
  – NASA Vendor Database: [https://vendors.nvdb.nasa.gov/](https://vendors.nvdb.nasa.gov/)
  – NASA Business Opportunities: [http://prod.nais.nasa.gov/cgi-bin/eps/bizops.cgi](http://prod.nais.nasa.gov/cgi-bin/eps/bizops.cgi)
Louisiana Statewide PTAC

http://www.la-ptac.org
University of Louisiana
PO Box 44172
635 Cajundome Blvd. Room 124
Lafayette, LA 70504-4172
(337) 482-6422
PTAC Headquarters

Mississippi Statewide PTAC

http://www.mscpc.com/
501 North West Street
Jackson, MS 39205-0849
(601) 359-3485
PTAC Headquarters
References

- U.S. Small Business Administration  
  http://www.sba.gov
- NASA Procurement Web Site  
  http://www.hq.nasa.gov/office/procurement/
- North American Industry Classification System  
  http://www.census.gov/naics
- System for Award Management (SAM)  
  http://www.sam.gov
- Federal Business Opportunities  
  http://www.fbo.gov/
- Federal Acquisition Regulations (FAR)  
  http://farsite.hill.af.mil/
- Procurement Technical Assistance Centers  
  http://www.aptac-us.org/
- Small Business Development Centers  
  http://www.sba.gov/tools/local-assistance/sbdc
- SBA Small Business Size Standards  
  https://www.sba.gov/content/small-business-size-standards
- NASA Office of Small Business Programs  
  http://osbp.nasa.gov/index.html
QUESTIONS???
BACK UP
1.0 CONTRACT MANAGEMENT
1.1 Contract Administration
   1.1.1 Management
   1.1.2 Documentation and Records Management
   1.1.3 Information Technology
   1.1.4 Emergency Management
   1.1.5 Staffing and Training
1.2 Technical Management
   1.2.1 Production Support (MAF only)
   1.2.2 Task Order Formulation
1.3 Business Management
   1.3.1 Resources and Financial Management
   1.3.2 Work Control Management
   1.3.3 Acquisition Management
1.4 Business Development (IDIQ Only)

2.0 LOGISTICS AND PROPERTY MANAGEMENT
2.1 Logistics
   2.1.1 Receiving and Inspection
   2.1.2 Packaging and Shipping Operations
   2.1.3 Transportation, Moving, Hauling and Mail Service
   2.1.4 Marine Transportation, Handling and Maintenance (IDIQ Only)
2.2 Property Management
   2.2.1 Supply and Material Management
   2.2.2 Office Furnishings
   2.2.3 Redistribution, Utilization and Disposal
   2.2.4 Real Property and Equipment Accountability

3.0 SAFETY, HEALTH, AND ENVIRONMENTAL
3.1 Safety and Risk Management
3.2 Quality Assurance and Reliability
3.3 Environmental Health
   3.3.1 Industrial Hygiene
   3.3.2 Health Physics
3.4 Environmental Services
   3.4.1 Environmental Management
   3.4.2 Environmental Management System
   3.4.3 Air Emissions Management
   3.4.4 Wastewater and Storm Water Management
   3.4.5 Waste Management
   3.4.6 Hazardous Waste Operations
   3.4.7 Spill Response and Clean-up
   3.4.8 Other Environmental Activities
3.5 Pressure Vessels and Systems