



***NCMA 2007  
Small Business Conference***

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- NASA received the Small Business Procurement (SBP) Scorecard ratings for FY-2005 in a letter dated November 14, 2006, signed by the Administrator, Small Business Administration (SBA) and the Administrator, Office of Federal Procurement Policy (OFPP), Office of Management and Budget.
- The SBP Scorecard rated NASA **RED** for both Small Business Program status and progress in improving the program. The scorecard has nine rating elements; NASA received passing scores in only two of the nine rating elements.
- The SBA does recognize the unique mission and difficulty NASA has meeting its small business goals. NASA has negotiated its small business goal below the federally mandated goal of **23%** and has failed to meet its lower negotiated goal since FY-2002.



# NASA FY 05 Scorecard

CURRENT STATUS	PROGRESS		COMMENTS	
<p><b>Agency Lead:</b> Glenn A. Delgado</p> <p>Color</p> 		<p>Color</p> 	<ul style="list-style-type: none"> <li>•Actions taken this quarter:</li> <li>•Planned actions for next half:</li> </ul>	<p>NASA's unique mission does make it difficult for small businesses to offer goods and services.</p> <p>However, it is troubling that NASA's small business achievement has decreased from 04 to 05, considering they were already below statutory levels.</p>



- The current Chairwoman of the House Small Business Committee, Ms. Nydia Velazquez (D-NY), issues Small Business grades to Federal agencies. NASA has received the following grades from the House Small Business Committee:
  - FY-2002 (C-) (Goal 17.0% / Actual 14.7%)
  - FY-2003 (D-) (Goal 17.0% / Actual 13.9%)
  - FY-2004 (F) (Goal 16.2% / Actual 14.5%)
  - FY-2005 (F) (Goal 16.2% / Actual 14.4%)



# Small Business Performance History

	FY-03	FY-04	FY-05	FY-06*
<b>PRIME</b>				
Goal	17.0%	16.2%	16.2%	16.2%
Actual	13.9%	14.4%	14.4%	15.4%
Dollars	\$1,628,279,000	\$1,752,777,000	\$1,797,265,503	\$1,850,400,766
<b>SUBCONTRACTING</b>				
Goal	42.0%	49.0%	49.0%	47.0%
Actual	40.1%	49.0%	43.6%	47.2%
Dollars	\$1,676,717,277	\$1,928,594,745	\$1,718,660,668	\$1,373,254,949

\* Preliminary data



# *Vision for Space Exploration*

- With the NASA mission shifting from shuttle to exploration the opportunities for prime contracting with small business will probably decline during the early research and development phases.
- The opportunities for small business participation should increase after these concepts are in production.



- *Decreasing Prime Awards to Small Businesses*
- *Small Business Role in Acquisition Process*
  - *Develop Agencywide Policies and Procedures*
  - *Establish Standard Contract Clauses*
  - *Subcontracting Methodology*



- *Review Current/Implement New Programs to Enhance Small Business Participation*
  - Mentor-Protégé Program
    - SBIR Program
    - HBCU/MI
  - SB Technical Advisors Role
  - Small Business Training Sessions for Procurement & Mission Directorates



- *Communications and Working Relationships*
  - Small Business Continuous Improvement Plan
  - Create a NASA Small Business Specialist Council
  - Meet on a regular basis with Center Procurement Offices

- *Communications and Working Relationships*  
(cont'd)
  - Meet on a regular basis with personnel from the Mission Directorates
  - Establish Industry Councils to enhance idea exchanges to increase small business participation in both prime and subcontracting
  - Electronic newsletter to publicize agency small business success stories



- *Perceived Image of Small Business Office*
- *Metrics*
- *Cash Awards*
  - Outstanding Contract Specialist/Contracting Team
  - Outstanding Technical Representative
  - Outstanding Small Business Specialist
- *Awards to Industry*
  - Each Center nominates its top SB and LB
  - Center winners submitted for Agency Award





# OPEN DISCUSSION

