

# Small Business Programs Office - (SBPO) Newsletter March 2016 - Vol. 4

## JPL SBPO CORNER:

The NASA/JPL and City of Pasadena Industry Day held on March 1, 2016 at the Pasadena Convention Center was a great success. We had over 400 attendees and over 75 exhibitors with a good mix of both small and large businesses. The matchmaking portion was successful with JPL, City of Pasadena and the NASA Centers from across the country. The addition of Large Primes from Jacobs, Lawrence Berkeley National Laboratory, Northrop Grumman, Parsons and Sierra Nevada made a positive impact on matchmaking. Copies of the presentations that were made can be found on our website. The attendee list is available by emailing us at [smallbusiness.programsoffice@jpl.nasa.gov](mailto:smallbusiness.programsoffice@jpl.nasa.gov).

---

[JPL Small Business Programs Website](#)

---



Provides services that are designed to support and augment Clients' equipment acquisitions. The services are grouped into three broad categories: Equipment Finance, Physical Product Related Services, and Information/Web Based Services. Each category provides clients with added value thereby enhancing the overall acquisition process.



---

## APPLICATIONS NOW BEING TAKEN JPL SUPPLIER FAIR MAY 10, 2016

---

The 20th Annual JPL Supplier Fair will provide a forum for small business exhibitors to showcase how their products and services could benefit current and future NASA-JPL missions, research and development programs, and institutional support and operational efforts. More than forty small businesses will be selected, on a competitive basis, to participate as an exhibitor. To be considered for selection, please download the 2016 JPL Supplier Fair Application by visiting the JPL Small Business Programs website. There is no fee to exhibit or participate in this event.

---



# SMALL BUSINESS SPOTLIGHT OF THE MONTH:



PORTRAIT INNOVATIONS | Professional Studios | portraits.com

**How long have you been a small business primecontractor to JPL and what service or support does your company provide to theLab?**

MORI began our partnership with JPL in 2001 as a subcontractor providing Information Technology and Engineering support services. Since then we have grown into a Prime contractor providing the IT Infrastructure support to the laboratory, to a community of over 10,000 personnel, through the Office of the Chief Information Officer (OCIO). It has been an incredible opportunity and through our partnership with the OCIO we have jointly supported over 25 different space missions.

**How did you prepare your company to prime a contract at JPL?**

This is a question that I receive frequently from new small business hopefuls seeking to expand their business base. While it may be a platitude, hard work, perseverance and aligning your company with the organization's goals is the secret recipe. The amazing thing about JPL is that their missions are so exciting and valuable to the scientific community that it makes it easy to support. It took MORI 12 years to become a prime contractor at JPL but through continued partnership and a keen understanding of the mission and environment we were blessed enough to be selected for a sizable prime contract.

### **What is the key to establishing relationships with key stakeholders and end-users at JPL?**

The key is to understand the stakeholder's and end-user's goals and objectives. Like any business, you need to understand what your customer is trying to accomplish and have a product or service that will satisfy that need. It's important to attend industry days, bidder's conferences and joint council's where JPL'ers interface with industry. Those events will help you understand their emerging requirements and challenges. Your company's ability to provide solutions for those requirements will determine your ability to partner with the laboratory.

### **What has been the most rewarding part of being a contractor to the Lab?**

I believe that JPL is the single most important federally funded scientific organization on the planet. From observing the impact that humans have on planet earth, to expanding our understanding of our solar system to discovering new exo-planets and celestial bodies, JPL's missions are paving the way for the coming centuries space explorers, robotic and human alike. That's why it's not surprising that there is an ethos at JPL to "Dare mighty things". The most rewarding

part about working with JPL is being given the opportunity to “Dare mighty things” alongside some of the most open-minded, compassionate and brightest individuals in the scientific community.

**Starting and building a strong company can be challenging. What advice can you share with entrepreneurs who are having trouble gaining momentum or who are experiencing a lull in business?**

Diversification and innovation. As technology moves forward, so must your own company in order to survive. It's important to look at market indicators and have an organization that is agile enough to adapt to changes and adopt new services and technologies when prudent. Building your reputation, infrastructure and maintaining relationships are all necessary to succeed but as competition grows your differentiators will dictate your success.



**NASA/JPL SMALL BUSINESS INDUSTRY AWARDS  
(SBIA)**

**March 29, 2016 - 1:00pm - 3:00pm  
Building 321, Room B-20**

**CONGRATULATIONS TO OUR WINNERS!**

**Large Business Prime Contractor:**

**Harris Corporation (formerly Exelis)**

**Small Business Prime Contractor:**

**Malin Space Science Systems**

**JPL Star Award: KST Data, Inc.**

**JPL Star Award: ThunderCat Technology, LLC**

**JPL Star Award: Vadatech, Inc.**

**Thomas H. May Legacy Award: TerraSond Limited**

---

## **PROCUREMENT NEWS**

---

### **FACILITIES MAINTENANCE AND OPERATIONS RECOMPETE**

---

The JPL Facilities and Maintenance & Operations (M&O) Support Services is being re-competed with an award anticipated in April 2017. Tentative Schedule:

Issue Request for Information - January 2016  
Pre-proposal Conference/Site Survey - February 2016  
Issue Request for Qualifications - April 2016  
Issue Request for Proposal - May 2016  
Proposal Due Date - July 2016  
Fact Finding/Orals - September/October 2016  
Final Source Selection - February 2017  
Subcontract Award/Transition Period - April 2017  
End of Transition Period - September 2017

Summary of Scope:

The subcontractor shall maintain and operate over 200 buildings and trailers and more than 170 acres on campus via the following services:

- Buildings and Structures Maintenance and Repair
  - Heating, Ventilation, Air Conditioning
  - Electrical Power Generation and Distribution Systems
  - Building 230-Space Flight Operations Facility
  - Grounds Maintenance and Repair
  - Janitorial Services
  - Pest Control
  - Energy and Water Conservation
  - Disaster and Potential Disaster Response
  - Energy Management System
  - Power Control Console System Configuration Control
- 

### **MISSION ASSURANCESUPPORT SERVICES (MASS)**

- Request for Proposal Released: November 17, 2015
  - Part 1 RFP - due December 4, 2015
  - Part 2 and 3 Selection Notification - January 4, 2016
  - Bidders Conference: January 12, 2016
  - Part 2 and 3 of RFP (if selected) - due February 1, 2016
  - Execution ofSubcontract: Early March 2016
  - Current Contract Ends - March 31, 2016
  - Go Live - April 1, 2016
- 

### **DESKTOP INSTITUTIONAL COMPUTING ENVIRONMENT (DICE)**

- RFI toIndustry - September2015
  - Commentsfrom Industry - October2015 (and continuing)
  - Benchmarkingand State-of-the-Industry Interviews  
November2015 – February 2016
  - Draft RFPAvailable - May2016
  - RFP Released - September2016
  - ProposalsDue - Mid-December2016
  - SourceSelection - May2017
  - ContractSigned - July2017
  - TransitionPeriod - August– December 2017
  - New ContractOperational - December2017
- 

### **CUBESAT DEVELOPMENT - 3U & 6U**

RFI Released September 2015  
Revision to RFI - Issued 23-Dec-2015  
Addendum 1 for clarification issued Jan 7, 2016  
Addendum 2 for clarification issued Jan 21, 2016

## UPCOMING OUTREACH EVENTS

---

### MARCH 2016

22-24-HBCU Technology Infusion Tour: North Carolina Central University

29-JPL Small Business Industry Awards (SBIA)

### APRIL 2016

18-19-HBCU Symposium-JPL

19-21- HBCU Technology Infusion Tour: University of Texas – El Paso

### MAY 2016

03-Glenn Research Center (GRC) Women-Owned Small Business Industry Day–  
Cleveland, OH

06-JPL Small Business Council Celebrates Small Business Week on the Mall at JPL

10-Supplier Fair/Science Forum-JPL

24-26-SpaceTech Expo – Pasadena, CA

### JUNE 2016 - NEW

**24-25 - BET Experience - Los Angeles, CA**

### AUGUST 2016

09-Goddard Space Flight Center (GSFC) HUBZone Industry Day –Greenbelt, MD

23-24-Naval Gold Coast – San Diego, CA

### SEPTEMBER 2016

27-29- HBCU Technology Infusion Tour: Florida Agricultural and Mechanical University

---

## **JPL Small Business Council**

### **Celebrates Small Business Week - May 6, 2016**

---

*The JPL Small Business Council will be celebrating Small Business Week on Friday May 6, 2016 on the Mall at JPL. More details to follow. For additional information, contact the Council members below:*

CHAIR - Jay Chhugani, SBAR - [jay.chhugani@sbar.com](mailto:jay.chhugani@sbar.com)

VICE-CHAIR - Robert Yarber, Zin-Technologies - [ryarber@zin-tech.com](mailto:ryarber@zin-tech.com)

SECRETARY - Jackie Rybacki, Sierra Lobo - [jrybacki@sierralobo.com](mailto:jrybacki@sierralobo.com)

---

## **JPL Large Business Council**

---

CHAIR - Sharon Bethel, Exelis/Harris - [sharon.bethel@jpl.nasa.gov](mailto:sharon.bethel@jpl.nasa.gov)

VICE-CHAIR - Sey Ghamari, Raytheon - [sey@raytheon.com](mailto:sey@raytheon.com)

SECRETARY-Rick Cortina, Pyro-Comm Systems - [pcsircortina@gmail.com](mailto:pcsircortina@gmail.com)

---

**Contact us at: [smallbusiness.programsoffice@jpl.nasa.gov](mailto:smallbusiness.programsoffice@jpl.nasa.gov)**

---