

OFFICE OF SMALL BUSINESS PROGRAMS

ARCATA ASSOCIATES: A 19-YEAR LEGACY OF PARTNERING WITH NASA

ARCATA ASSOCIATES, INC.,
HEADQUARTERED IN LAS VEGAS,
NEVADA, IS LED BY PRESIDENT AND
CEO, TIM WONG.

Arcata Associates, Inc., founded in 1979, began its partnership with NASA in 1989 with the award of a prime contract at Kennedy Space Center (KSC) to provide Launch Operations Support at Vandenberg Air Force Base (AFB), California. Over the past 19 years, Arcata has expanded the depth and breadth of its technical and management capabilities supporting NASA. Arcata has made a name for itself by providing services marked by innovation, responsiveness, and open communication with its customers.

Following its launch support work, Arcata expanded their NASA presence to the Jet Propulsion Laboratory (JPL), recruiting a broad range of technical personnel. Arcata later became one of the first small businesses to join Lockheed Martin's Consolidated Space Operations Contract (CSOC). Under this subcontract, Arcata provided video and voice teleconference (ViTS/VoTS) engineering and operations for the NASA Integrated Services Network (NISN) at Marshall Space Flight Center (MSFC), supporting all NASA Centers. Arcata also provided operations and maintenance of the Network Control Center (NCC) at Goddard Space Flight Center (GSFC) as well as Tracking and Data Relay Satellite System (TDRSS) scheduling support at the White Sands Complex.

Capitalizing on the communications and IT experience of these early contracts, Arcata was able to leverage its expertise into work on the Program Information Systems Mission Services (PrISMS) contract as a subcontractor to CSC. Arcata was responsible for MSFC Television, Audio Visual Services, Imaging Services, and Multimedia Production. The company also managed the transition of photo and TV production into full digital HDTV mode.

Arcata also provides operations and maintenance, hardware and software engineering, logistics, and configuration management services for Dryden's voice, video, and data communications systems. Arcata installed the necessary cabling, LAN backbone, Dryden network connectivity, data center, voice services, physical security systems, IT security systems, and video cameras. According to a Dryden spokesperson, Arcata was a "...key contributor participating in all areas of design, procurement, build up and installation in short timeframe and meeting accelerated schedules."

On the NASA Sounding Rockets Operations Contract (NSROC) at Wallops Island Flight Facility, Virginia and White Sands, New Mexico, Arcata provides engineering, technical, and drafting support as a subcontractor to Northrop Grumman.

Arcata's outstanding work has been recognized by NASA and its prime contractors. The company won the 2003 NASA Minority Subcontractor of the



Tim (in purple shirt) with Arcata employees at an American Cancer Society Relay for Life walk in Huntsville, Alabama.

Year Award and received DFRC's Minority Prime Contractor of the Year two years in a row (2004 and 2005). Arcata was also a 2006 Finalist for the George M. Low Award in the Small Business Services category.

"Our successful partnership with NASA is largely attributed to the hard work and dedication of our employees who work day in and day out to anticipate and respond to the needs of our Customer," said Tim Wong, president and CEO of Arcata. "We have been fortunate to have the opportunity to contribute to the progress of the Agency and at the same time, expand our capabilities and grow as a result of our work with NASA and its prime contractors."

IN THIS ISSUE:

PAGE TWO: Small Business Specialist Spotlight

PAGE TWO: 2008 NASA Small Business Symposium & Awards Ceremony

PAGE TWO: AA's Corner

PAGE THREE: Champions of Veterans Enterprise Awards

PAGE THREE: Mentor-Protégé Program Update

PAGE THREE: ABSL Power Solutions

PAGE FOUR: FY08 Metrics Update

PAGE FOUR: What Discerning Readers Read

PAGE FOUR: Important Dates to Remember

PAGE FOUR: Success Story Submission Schedule

PAGE FOUR: The OSBP Staff

PAGE FOUR: To Submit an Article

PAGE FOUR: OSBP Web site



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SBS SPOTLIGHT



CONNIE H. WILCOX, Small Business Specialist at John F. Kennedy Space Center (KSC) in Florida. Connie graduated from Florida A&M University in Tallahassee Florida with a B.S. degree in Accounting. After graduating from college, Connie accepted a job with NASA at KSC as a Cost Price Analyst responsible for analyzing and evaluating cost proposals and analyst on source evaluation

boards. Connie was appointed Administrative Contracting Officer (ACO) over several KSC large prime contracts. As ACO she was responsible for administration of the Cost Accounting Standards (CAS) negotiation overhead rates, forward pricing rates, and cost monitoring. After working in the pricing office for many years, Connie was selected as a Lead Procurement Analysis in the Acquisition Management Office, and on to Supervisor of the Acquisition Management Office, which included management of cost and pricing, small business, and procurement policy. After retirement of the person performing the small business function, Connie was offered an opportunity to join the Procurement Officer's staff as Technical Assistant with the duties of the Small Business Specialist. Connie accepted this opportunity to work on Agency issues, center issues, and take the KSC Small Business Program to newer heights. The most rewarding part of being a Small Business Specialist is taking on the challenge to get small business set asides and seeing the success of the small business performance. In Connie's opinion one of the biggest issues facing Small Business is preparation of highly qualified proposals when competing for large-dollar procurements.

Connie has been with NASA for thirty years and has received numerous recognitions including an Exceptional Achievement Medal.

2008 NASA SMALL BUSINESS SYMPOSIUM & AWARDS CEREMONY



NASA/JPL is pleased to announce registration for the 2008 NASA Small Business Symposium & Awards Ceremony, November 17-18, 2008, Washington Hilton Hotel, 1919 Connecticut Avenue, NW, Washington, DC 20009. The conference will provide an opportunity for small businesses to learn about NASA and JPL's future plans for space, technology and Earth Science programs and initiatives. Attendees will learn about the skills, resources, and technologies needed to achieve the Agency's missions, programs and research.

This two-day event will culminate with the NASA Small Business Awards Ceremony which will announce the winners of the 2008 Small Business Advocates Awards (SBAA) and Small Business Industry Awards (SBIA) which are presented annually to NASA employees and NASA contractors, respectively, who make significant contributions to the Agency's small business program. The awards recognize successful and innovative practices that promote small business participation in the initiatives that NASA undertakes.

Conference Web site:

<http://acquisition.jpl.nasa.gov/boo/2008sbsym/>

Registration Fee: \$175.00 per person

Registration Deadline:

Monday, November 3, 2008

Hotel Reservation Deadline:

Monday, October 27, 2008

Group reservation code:

SBS or Small Business Symposium

The Washington Hilton
1919 Connecticut Avenue N.W.
Washington, DC 20009

Tel: 1-800-DC-HILTON or 1-202-483-3000

Fax: 1-202-232-0438

Contact:

Truphelia M. Parker, NASA HQ, (202) 358-1820
Mary Helen Ruiz, JPL, (818) 354-7532

OFFICE OF SMALL BUSINESS PROGRAMS



AA's CORNER

As we approach the completion of another fiscal year, I would like to encourage the acquisition community to utilize the various small business programs in its acquisition planning and execution. As you know, FY 2007 marked the first time in six years that NASA achieved the Small Business goal assigned to it by the SBA. However, achieving the FY 2008 goal of 15.35 percent is proving to be more difficult. As I stated in our last newsletter, NASA received a "Green" rating for the agency plan for achieving its FY 2008 goals. Now, with just two months left in the fiscal year, I need your help to make this an accomplishment. Given the talented pool of personnel here at NASA, I am sure the goal is obtainable.

Between June 10 and 11, 2008, the agency developed its FY 2009 Small Business Improvement Plan (SBIP). I would like to thank all of the participants from the various organizations within NASA who assisted in the development of the FY 2009 initiatives that will help improve our Small Business Program. The SBIP initiatives will be addressed in the next newsletter.

On November 17 and 18, 2008, NASA will hold its Small Business Symposium & Award Ceremony here in Washington, DC. We will be recognizing our industry partners and NASA personnel who have truly supported the agency's Small Business Program throughout this fiscal year. See this newsletter for more details.

As the summer draws to a close, I want wish everyone safe and fun-filled days with family and friends and want you to remember that Small Business can make a big difference!

GLENN A. DELGADO

ASSISTANT ADMINISTRATOR

NASA OFFICE OF SMALL BUSINESS PROGRAMS

SMALL BUSINESS GRAMS

CHAMPIONS OF VETERANS ENTERPRISE AWARDS



The NASA Dryden Flight Research Office of Facilities Engineering & Asset Management and Langley Research Centers received the Department of Veterans Affairs' Champions of Veteran Enterprise Award for teams that made a significant use of the SDVOSB set-aside/sole source authority encouraged by President Bush in Executive Order 13360.

The awards were presented during the 4th annual National Veteran Small Business Conference & Expo on Tuesday, July 8, 2008 in Las Vegas, NV.

DRYDEN FLIGHT RESEARCH CENTER

The NASA Office of Facilities Engineering & Asset Management has made significant contributions to the NASA Small Business Program. In FY 2007, NASA Dryden awarded \$3.7M or 3.9 percent of the total dollars obligated to Service Disabled Veteran-Owned Small Businesses (SDVOSB). Without the efforts of the Dryden Office of Facilities Engineering, the Center would not have exceeded the 3 percent SDVOSB goal as they awarded \$2.5M to SDVOSB, which equates to 67.74 percent of the total dollars NASA Dryden awarded to SDVOSB in FY 2007. This office is consistently looking for opportunities to utilize small businesses including 8(a), HUBZone, and SDVOSB in support of NASA's mission.

(continued on page 4)



NASA MENTOR-PROTÉGÉ PROGRAM UPDATE

Currently the final phase of updates is being processed, and soon the new program will be complete! The legal basis for the program, the NASA FAR Supplement (NFS) is in its final stages of editing after encountering some unexpected delays. Soon it will be published and available for public comment. Once the NFS is approved, there will be two new additions to the program.

The first major change is an expanded protégé eligibility base, where all of the following types of companies are eligible to participate as a protégé in the MPP:

- **Certified Small Disadvantaged Businesses (SDB)**
- **Women-Owned Small Businesses (WOSB)**
- **Historically Underutilized Business Zones (HUBZone)**
- **Veteran-Owned Small Businesses (VOSB)**

- **Service-Disabled Veteran-Owned Small Businesses (SDVOSB)**
- **Historically Black Colleges and Universities (HBCU)**
- **Minority Institutions (MI)**
- **NASA Small Business Innovation Research (SBIR) Phase II companies**

The second addition will be an Award Fee Pilot Program, where mentors that work with NASA SBIR Phase II companies will be eligible to win a separate award fee at the end of their agreement period.

It is currently expected that the NFS will be published this fall. For status updates, and more information about the Mentor-Protégé Program, please visit our Web site at www.osbp.nasa.gov/mentor.html.

ABSL POWER SOLUTIONS CHOSEN TO SUPPLY BATTERIES FOR ASTRONAUT LIFE SUPPORT

On 12th May 2008, at the end of a competitive process, ABSL Power Solutions, a small business, was awarded the contract to supply Lithium ion battery hardware to power the astronaut Extravehicular Mobility Unit (EMU) by NASA Johnson Space Center.

ABSL batteries will power systems providing critical life support to astronauts during spacewalks or ExtraVehicular Activity (EVA). The EMU battery program will be conducted at the ABSL Longmont (Colorado) facility proving full end to end capability to produce Lithium ion space batteries.

Currently, the EMU is powered by older Silver Zinc battery technology but a Lithium ion replacement is required due to supply problems and the desire to make ground handling and operation easier. The challenge for ABSL was to offer NASA a highly customized solution that fit the existing space envelope and current electrical interfaces. ABSL worked on refining a conceptual design for the EMU battery that, not only was a drop in replacement for the existing unit, but also could be employed using two alternative Lithium ion cells. The ABSL proposed solution was selected on a best value basis and the technical challenge of the project was proven by the fact that ABSL was able to offer a solution that met the requirements for Technical Acceptability—proving that small businesses can rise to the demands of high-technology work on NASA's space flight programs.

IMPORTANT DATES TO REMEMBER

Champions of Veterans
(continued from page 3)



LANGLEY RESEARCH CENTER

In FY 2007, Langley awarded \$14.8 million dollars or 3.8 percent of our total contracting budget to service-disabled veteran owned businesses in support of Langley Research Center's programs and missions. Tessada & Associates, Inc has the Consolidated Logistics Administrative and Scientific Information Support Services Contract. This contract provides a broad spectrum of services including logistics, administrative services, video support services, technical library services, and information technology services. Inomedic, Inc. provides for the LaRC Occupational Health/Medicine Programs. The primary objective of this contract is the operations of the LaRC Clinic and the maintenance and improvement of the health of employees through the operation of a fitness facility and the services of an employee assistance program. Late in the fiscal year, Langley also awarded the grounds maintenance support contract to a SDVOSB. Based on these examples, SDVOSB's play a vital role in supporting the various missions of the Langley Research Center.

FY08 NASA Agency Small Business Prime Goals vs Actual Percentages

AS OF JUNE 30, 2008

CATEGORY	GOAL	ACTUAL	DOLLARS
Small Business	15.35%	13.11%	\$1,454,736,942
Small Disadvantaged Business	5.00%	6.53%	\$ 724,752,114
Historically Underutilized Business Zone Concern	3.00%	0.57%	\$ 62,708,160
Woman-Owned Small Business	5.00%	1.99%	\$ 220,835,466
Service-Disabled Veteran-Owned Small Business	3.00%	1.08%	\$ 119,482,804

FY08 data was generated July 22, 2008 from FPDS-NG.

THE OSBP NEWSLETTER... WHAT DISCERNING READERS READ



SUCCESS STORY SUBMISSION SCHEDULE:

DEADLINE	PUBLISHED
January 31st	March
April 30th	June
July 31st	September
October 31st	December

THE OSBP STAFF:

THE OSBP OFFICE IS A TEAM OF SEVEN STAFF MEMBERS COMMITTED TO PROVIDING EXCELLENCE IN SERVICE AND INFORMATION TO THE SMALL BUSINESS COMMUNITY.

GLENN A. DELGADO
Assistant Administrator

ELEANOR N. CHIOGIOJI
Program Manager

DAVID B. GROVE
Program Manager

NAEEMAH A. LEE
Executive Assistant

SHIRLEY PEREZ
Program Analyst

TRUPHELIA M. PARKER
Scheduler (Contractor)

TABI TEPFER
Program Analyst (Contractor)

2008 National Minority Enterprise Development Week

September 3-5, 2008

Web site: <http://www.medweek.gov/>

Kennedy Space Center Expo 2008

October 21, 2008

Web site: <http://expo.ksc.nasa.gov/>

NASA SBS Council Meeting at KSC

October 22-23, 2008 (Internal Meeting)

2008 NASA Small Business Symposium & Awards Ceremony

November 17-18, 2008

Washington, DC

Contact: Truphelia M. Parker, NASA HQ at (202) 358-1820
or Mary Helen Ruiz, JPL at (818) 354-7532

For more OSBP calendar dates, visit our Web site at <http://www.osbp.nasa.gov/>.

TO SUBMIT AN ARTICLE:

THE OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) NEWSLETTER IS THE QUARTERLY ELECTRONIC PUBLICATION OF THE NASA OSBP.

OSBP welcomes articles and opinion pieces that are directed to advocates of small businesses. These articles are printed as space is available and should be approximately 750-1,000 words in length. Articles that were printed elsewhere cannot be reprinted in the OSBP Newsletter without written permission from the original printing source.

Do you have a small business success story that could inspire small business collaboration and advocacy? If so, tell us about it. Send your "success story" to smallbusiness@nasa.gov.

OSBP WEBSITE:

The improved NASA Office of Small Business Programs Web site is up and proving successful in helping individuals and companies to navigate small business policy, procedure, and best practices at NASA.

The purpose of the Web site, www.osbp.nasa.gov, is to share the vision of the small business program at NASA, as well as provide pertinent information on how to do business with NASA.