



Kennedy Space Center  
Central Industry Assistance Office  
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## **1. What are you buying right now?**

- See our NASA KSC Acquisition Forecast Link <https://www.hq.nasa.gov/office/procurement/forecast/>
- Use the Forecast but do not neglect FedBizOpps.

## **2. What is the most effective way to get introduced to your buyers/decision makers?**

- Attend the KSC Expo, scheduled for October 23, 2018. Held at Port Canaveral, Terminal #6.
- Attend Joint Counseling Session (JCS) or Prime Time. Call Tammy Long at (321) 867-7353 for more information. This allows for a face-to-face and can be more effective than a cold call introduction.

## **3. Pre-Marketing: What is enough ... what is too much? Cut to the chase. Give us your perspective on our marketing pitch when we come see you.**

- Do your homework and come to the Joint Counseling Session knowing your product/service and if you are capable of supporting NASA directly or want to do business with a NASA Prime. If there is a specific contract or opportunity you are going after – speak to that.
- Research KSC and the Prime contractors on the Center. (current list of Primes attached). Make sure your product or services benefit the programs here at Kennedy.
- Register in SAM and NVDB.

## NASA Kennedy Space Center Prime Contractors FY 2018

<p><b>Abacus Technology Corporation (SB)</b> (Information Mgmt. and Comm. Support) <b>Mike Hewell</b> M/C: <b>IMCS-142</b> Kennedy Space Center, FL 32899 Phone: 321-867-3970 Fax: 321-867-7634 Mikell.S.Hewell@nasa.gov <b>NNK08OH01C (IMCS) POP ends: 1/31/2018</b></p>	<p><b>A-P-T Research, Inc. (SB)</b> (Safety and Mission Support Services II) <b>Elizabeth Cherry</b> M/C: <b>SA-MASS</b> Kennedy Space Center, FL 32899 Phone: 321-861-7503 Fax: 321-867-9627 Elizabeth.r.cherry@nasa.gov <b>NNK12OE12C (S-MASSII) POP ends: 1/31/2018</b></p>	<p><b>Millennium Engineering and Integration (LB)</b> (Kennedy LXII Support) <b>Laurie Lashomb</b> <b>Bruce Chamberlain</b> M/C: <b>KLXSII</b> Kennedy Space Center, FL 32899 Phone: 321-867-1315 Laurie.lashomb@nasa.gov bruce.s.chamberlain-1@nasa.gov <b>NNK14EA01C (KLXS II) POP ends: 1/31/2019</b></p>	<p><b>United Launch Services, Inc. (LB)</b> (NASA Launch Services II) <b>Susan T. Czere</b> PO Box 9009 Cape Canaveral, FL 32920 Phone: 321-730-5613 Fax: 321-730-5620 Susan.t.czere@ulalaunch.com <b>NNK10LB00B (NLSII) POP ends: 12/31/2022</b></p>
<p><b>AECOM (OTS)</b> (Institutional Service Contract) <b>Janice Ellis</b> M/C: <b>ISC-1240</b> Kennedy Space Center, FL 32899 Phone: 321-861-7726 Fax: 321-861-7202 Janice.l.ellis@nasa.gov <b>NNK08OC01C (ISC) POP ends: 9/30/2018</b></p>	<p><b>Chenega Infinity, LLC (SB)</b> (KSC Protective Services Contract II) <b>Regina Costlow</b> M/C: <b>CS3 --001</b> Kennedy Space Center, FL 32899 Phone: 321-867-4839 Fax: 321-867-8538 <a href="mailto:Regina.l.costlow-1@nasa.gov">Regina.l.costlow-1@nasa.gov</a> <b>NNK16OS01C (KPSC II) POP ends: 9/30/2021</b></p>	<p><b>New Directions Technologies (SB)</b> (Information Technology Support Services-2) <b>Mark Fuerst</b> M/C: <b>ITSS-2</b> <b>Bldg. M7-0355 (O&amp;C), Room 1308A</b> Kennedy Space Center, FL 32899 Phone: 321-867-9949 <a href="mailto:mark.g.fuerst@nasa.gov">mark.g.fuerst@nasa.gov</a> <b>NNK17OK01Z (ITSS-2) POP ends: 9/30/2018</b></p>	<p><b>Other Contacts:</b></p> <ol style="list-style-type: none"> <li>1. Sherri L. Richardson, Director, Small Business Programs, 45th SW/SB, Patrick AFB FL, 45sw.sb.office@us.af.mil, Phone: 321-494-2207.</li> <li>2. Karen D. Pappas, Director, Purchasing &amp; Policies, Canaveral Port Authority, 445 Challenger Road, Suite 301, Cape Canaveral, FL 32920, kpappas@portcanaveral.com, Phone: 321-783-7831 ext. 219</li> <li>3. Patricia Simpson, Procurement Specialist, Small Business Development Center, UCF Procurement Technical Assistance Center, 1519 Clearlake Road, Building 3, Room 113, Cocoa, FL 32922, patricia.simpson@bus.ucf.edu, Phone: 321-433-7386</li> <li>4. Tony Gannon, Director of Business Development, Space Florida, 505 Odyssey Way, Suite 300, Exploration Park, FL 32953, tgannon@spaceflorida.gov, Phone: 321-730-5301</li> </ol>
<p><b>AECOM (OTS)</b> (Laboratory Support Services and Operations) <b>Susan Germano</b> M/C: <b>ISC-001</b> Kennedy Space Center, FL 32815-0025 Phone: 321-867-0779 <a href="mailto:susan.germano@aecom.com">susan.germano@aecom.com</a> <b>80KSC017C0012 (LASSO) POP ends: 9/30/2019</b></p>	<p><b>DNC Parks &amp; Resorts at KSC, Inc. (OTS)</b> (KSC Visitor Complex) <b>Darlene Koenig</b> M/C: <b>DNPS-1</b> Kennedy Space Center, FL 32899 Phone: 321-480-1343 Fax: 321-449-4278 <a href="mailto:dkoenig@dncinc.com">dkoenig@dncinc.com</a> <b>NNK10OT01C (KSCVC) POP ends: 4/20/2030</b></p>	<p><b>Orbital ATK Sciences Corporation (OTS)</b> (Small Expendable Launch Vehicle Services) <b>Jenifer Scoffield</b> PO 707 M/S T40 Brigham City, UT 84302 Phone: 435-863-2017 <a href="mailto:Jenifer.Scoffield@Orbitalatk.com">Jenifer.Scoffield@Orbitalatk.com</a> <b>NNK10IB01B (NLS-II) POP ends: 12/31/2022</b></p>	
<p><b>a.i. solutions, Inc. (OTS)</b> (Expendable Launch Vehicle Integrated Support III) <b>Oliver Rye</b> M/C: <b>ALS-1</b> Kennedy Space Center, FL 32899 Phone: 321- 867-7102 <a href="mailto:oliver.g.rye@nasa.gov">oliver.g.rye@nasa.gov</a> <b>NNK17LA01C (ELVIS-III) POP ends: 9/30/2018</b></p>	<p><b>Integrated Mission Support Services (SB)</b> (KEMCON) <b>Domingo Rivera</b> M/C: <b>IMSS-001</b> PO Box 21045 Kennedy Space Center, FL 32899 Phone: 321-867-5737 <a href="mailto:Domingo.rivera@nasa.gov">Domingo.rivera@nasa.gov</a> <b>NNK16OB01C (KEMCON) POP ends: 9/30/2020</b></p>	<p><b>Space Exploration Technologies Corporation (SpaceX) (OTS)</b> <b>Amanda Grinter</b> <b>Purchasing Coordinator</b> Building 60530 Hangar Road, Hangar AO Cape Canaveral, FL 32920 Phone: 321-730-4950 <a href="mailto:Amanda.Grinter@spacex.com">Amanda.Grinter@spacex.com</a> <a href="http://www.spacex.com">www.spacex.com</a> <b>NNK14MA74C (CCtCap) POP ends: 12/31/2024</b></p>	<p><b>Notes:</b></p> <ul style="list-style-type: none"> <li>✓ The socioeconomic category designation is based on the NAICS code assigned to the solicitation.</li> <li>✓ KSC Small Business Web site: <a href="https://procurement.ksc.nasa.gov/procure/ciao.htm">https://procurement.ksc.nasa.gov/procure/ciao.htm</a></li> <li>✓ Agency-Wide Forecasts and Individual Center Forecasts <a href="http://www.hq.nasa.gov/office/procurement/forecasts/">http://www.hq.nasa.gov/office/procurement/forecasts/</a></li> <li>✓ Federal Procurement Data System Next Generation – FPDS-NG website: <a href="https://www.fpds.gov/">https://www.fpds.gov/</a></li> <li>✓ KSC Small Business Office Tel: 321-867-7353, e-mail: <a href="mailto:KSC-SmallBusiness@mail.nasa.gov">KSC-SmallBusiness@mail.nasa.gov</a></li> </ul>
<p><b>Apache-Logical JV (SB)</b> (KSC Institutional Support Services IV) Tara S. Miller M/C: <b>KISSIV</b> Kennedy Space Center, FL 32899 Phone: 321-867-8910 <a href="mailto:tara.s.miller@nasa.gov">tara.s.miller@nasa.gov</a> <b>(No Subcontracting Opportunities)</b> <b>80KSC017D003 (KISS-IV) POP ends: 02/28/2022</b></p>	<p><b>Jacobs Technology (OTS)</b> (Test and Operations Support Contract) <b>Deidra T. Whelan</b> <b>Colleen Gates</b> M/C: <b>JACOBS</b> Kennedy Space Center, FL 32899 Phone: 321-861-6339 Fax: 321-861-1615 <a href="mailto:Deidra.t.whelan@nasa.gov">Deidra.t.whelan@nasa.gov</a> <a href="mailto:Colleen.B.Gates@nasa.gov">Colleen.B.Gates@nasa.gov</a> <b>NNK13MA14C (TOSC) POP ends: 9/30/2022</b></p>	<p><b>The Boeing Company (OTS)</b> <b>Megan Quinn</b> <b>Small Business Liaison Officer</b> M/C: <b>721B-L300</b> 100 Boeing Way Titusville, FL 32780 Phone: 843-754-4306 <a href="mailto:Megan.k.quinn@boeing.com">Megan.k.quinn@boeing.com</a> <b>NNK14MA75C (CCtCap) POP ends: 12/31/2024</b></p>	