



U.S. Small Business
Administration



U.S. Small Business
Administration

Marketing to the Federal Government

Introducing Federal Small Business Resource Professionals

Columbus SBA & APEX Accelerators
Government Contracting Series
Webinar Training
Wednesday, November 1, 2023

Federal Agency Overview

NASA Glenn Research Center

Presented by Ms. Eunice Adams-Sipp



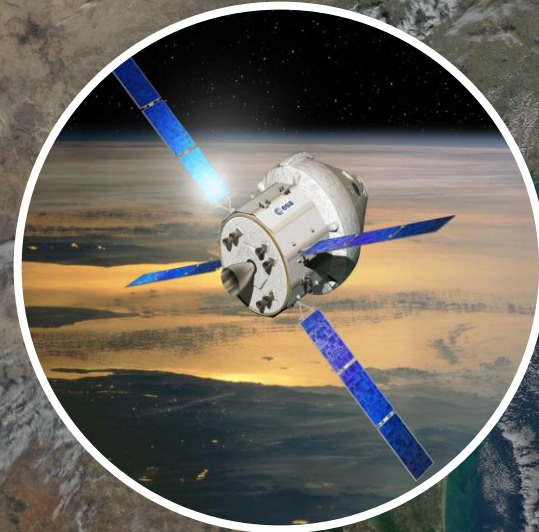
HOW TO DO BUSINESS WITH NASA GLENN RESEARCH CENTER

Eunice Adams-Sipp
Small Business Specialist
November 1, 2023



Mission

We drive research, technology, and systems to advance aviation, expand human presence across the solar system, enable exploration of the universe, and improve life on Earth.



Strategic Goals

- Expand Human Knowledge Through New Scientific Discoveries
- Extend Human Presence to the surface of the Moon and onto Mars for Sustainable Long-Term Exploration, Development, and Utilization
- Catalyze Economic Growth and Drive Innovation to address National Challenges
- Enhance Capabilities and Operations to catalyze current and future mission success

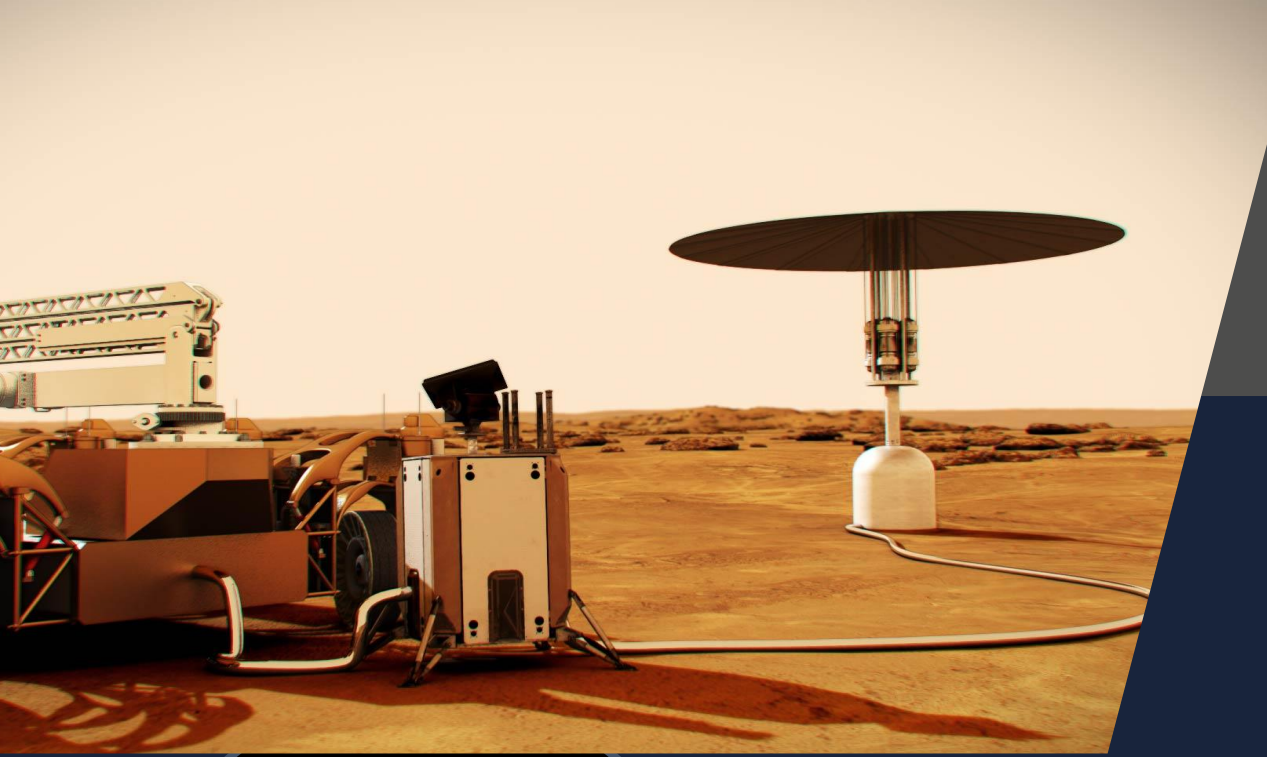
Core Competencies



Aircraft Propulsion



In-Space Propulsion & Cryogenics



Power, Energy Storage & Conversion



Materials & Structures for Extreme Environments

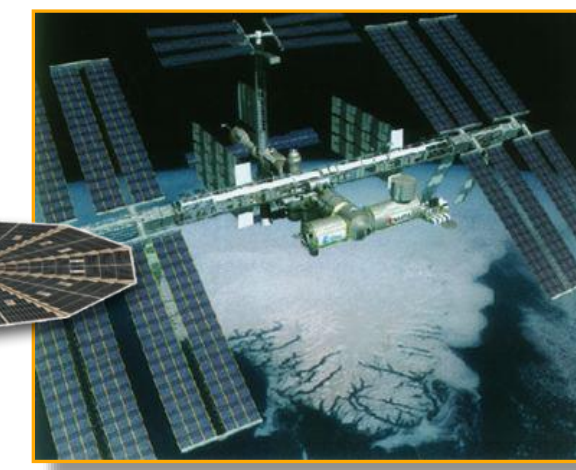
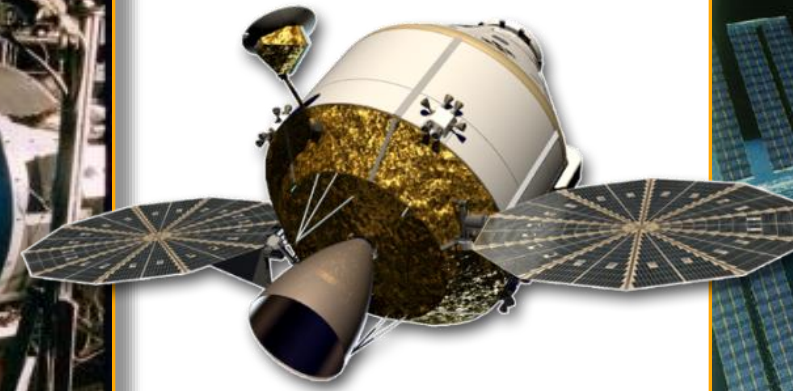
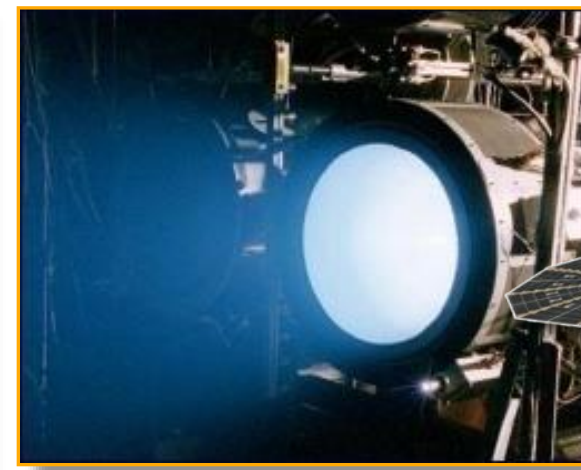


Communications Technology



Physical Sciences & Biomedical Tech

GRC CAMPUS OVERVIEW



Lewis Field (Cleveland)

- 342 acres
- 1546 civil servants and 1560 contractors

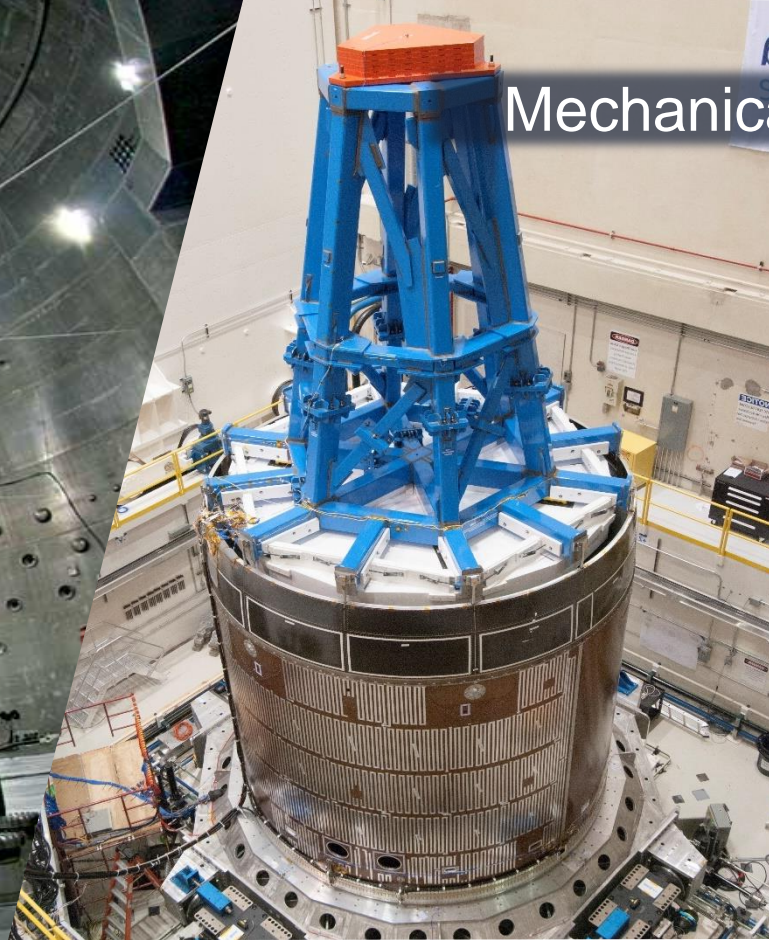


Neil A. Armstrong Test Facility (Sandusky)

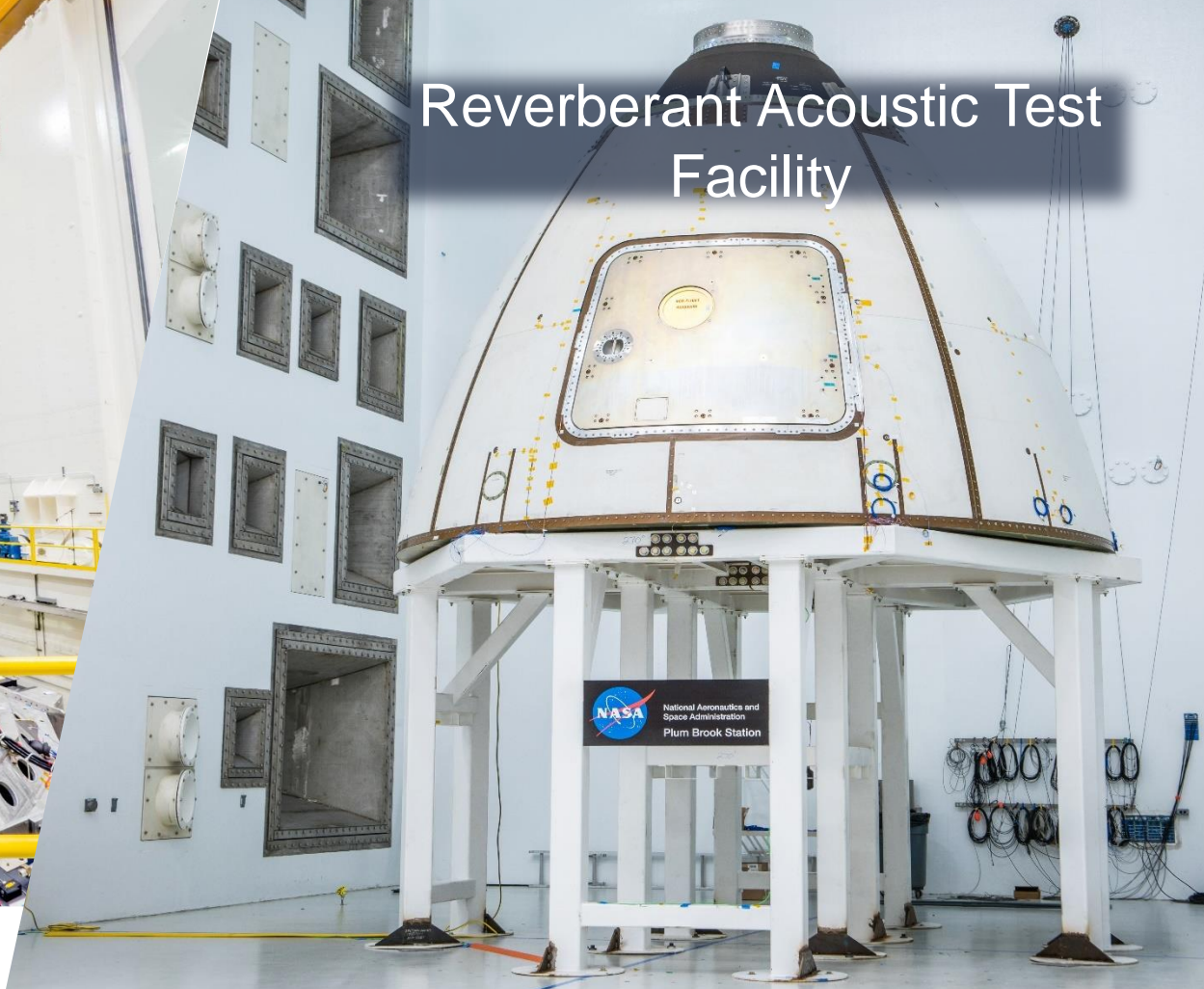
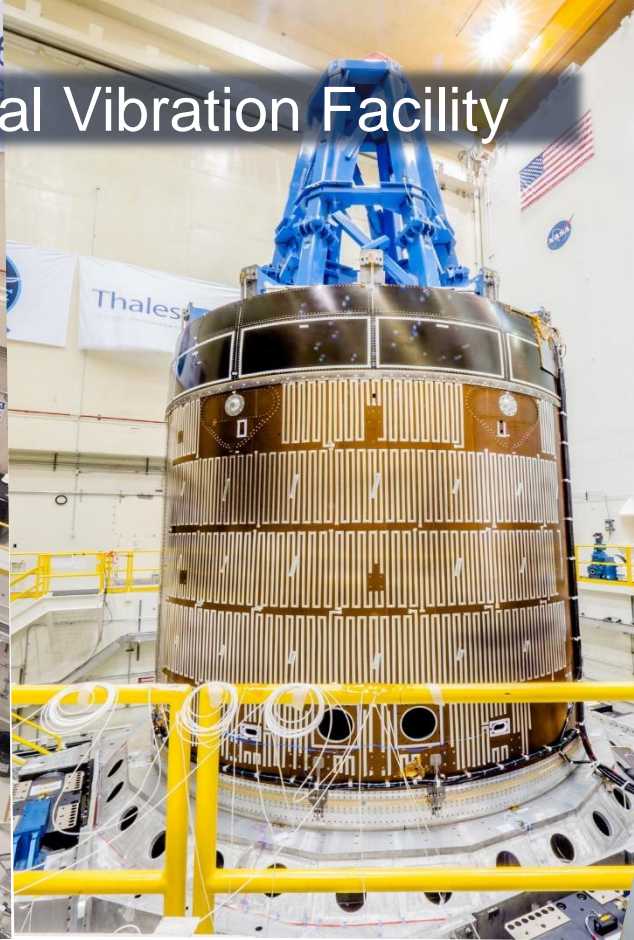
- 6400 acres
- 18 civil servants and 97 contractors



Vacuum Chambers



Mechanical Vibration Facility

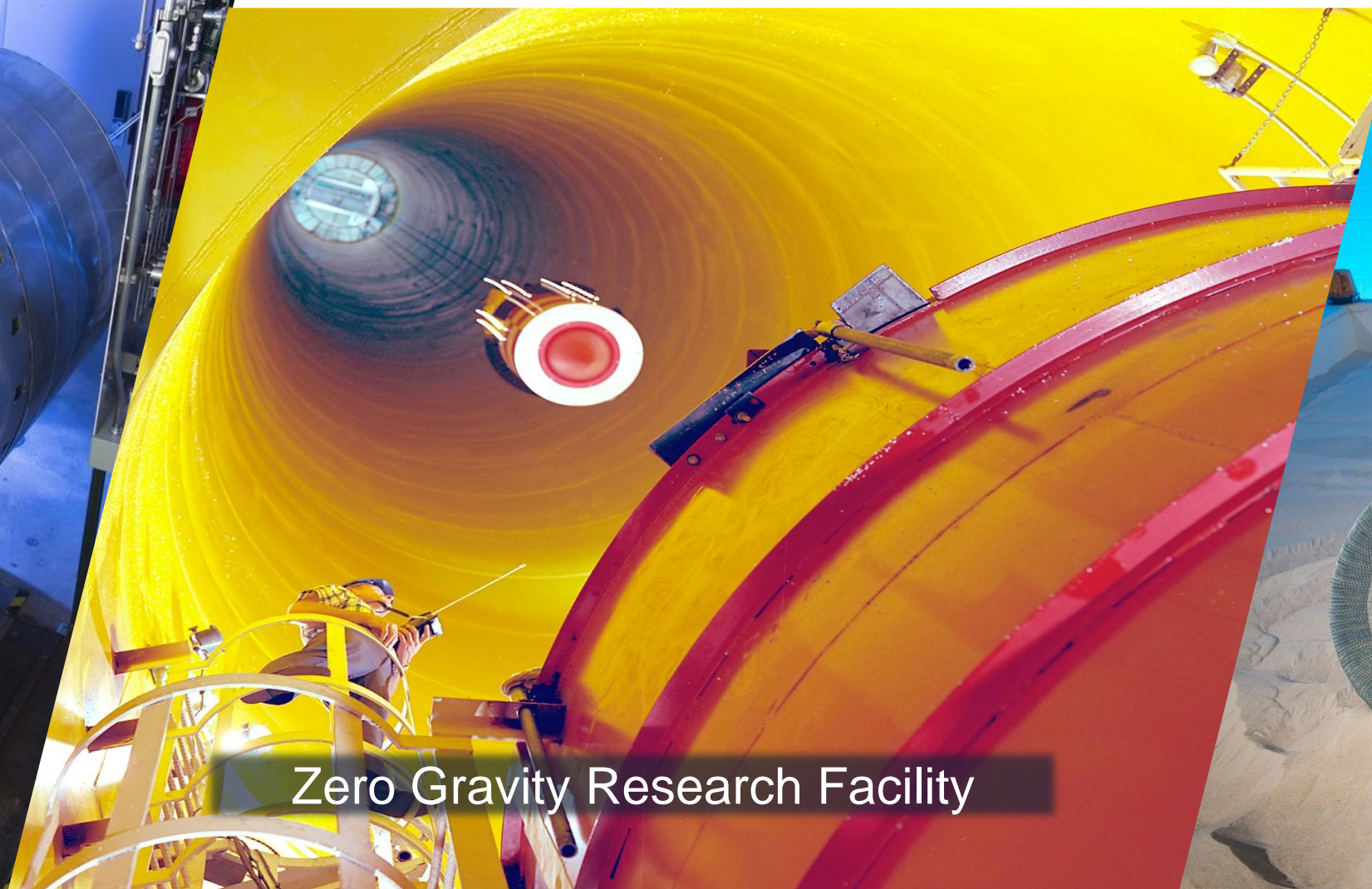


Reverberant Acoustic Test Facility

Unique Space Test Facilities



Glenn's Extreme Environment Rig (GEER)



Zero Gravity Research Facility



Simulated Lunar Operations (SLOPE) Facility

A person is standing in the center of a large, dark industrial tunnel. The tunnel's walls are made of dark, curved panels. In the center of the tunnel, there is a large, hexagonal light fixture made of several yellow, hexagonal panels. The person is standing on a metal walkway or platform. The overall atmosphere is industrial and futuristic.

OUR MISSION

The mission of the NASA Office of Small Business Programs is to promote and integrate small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research.

NASA Office of Small Business Programs (OSBP)

Overview

Small Businesses are the backbone of the American economy and play a very critical role in propelling our nation forward into a new space age. Hundreds of small businesses have contributed to some of NASA's most premier space exploration missions, from the Space Launch System (SLS) to the James Webb Space Telescope. Small Businesses not only support science and technology tasks across a wide range of disciplines, but many also provide critical program management functions that keep our projects within budget and on schedule.

NASA's Office of Small Business Programs primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts. Our efforts encompass all federally recognized socio-economic small business categories and we work hard to make sure each type of business gets a fair chance to work with NASA.

- Conducts outreach to assist Small Businesses (SB).
- Influences SB policy and procedures.
- Interacts with Executive and Legislative branches.
- Administers NASA SB Awards programs.
- Provides training for NASA Acquisition personnel on SB issues.
- Negotiates SB Goals with the Small Business Administration (SBA).
- Conducts Quality/Internal Control/Center compliance reviews.
- Administers NASA's Mentor/Protégé Program.
- OSBP website: [www. https://www.nasa.gov/osbp](https://www.nasa.gov/osbp)

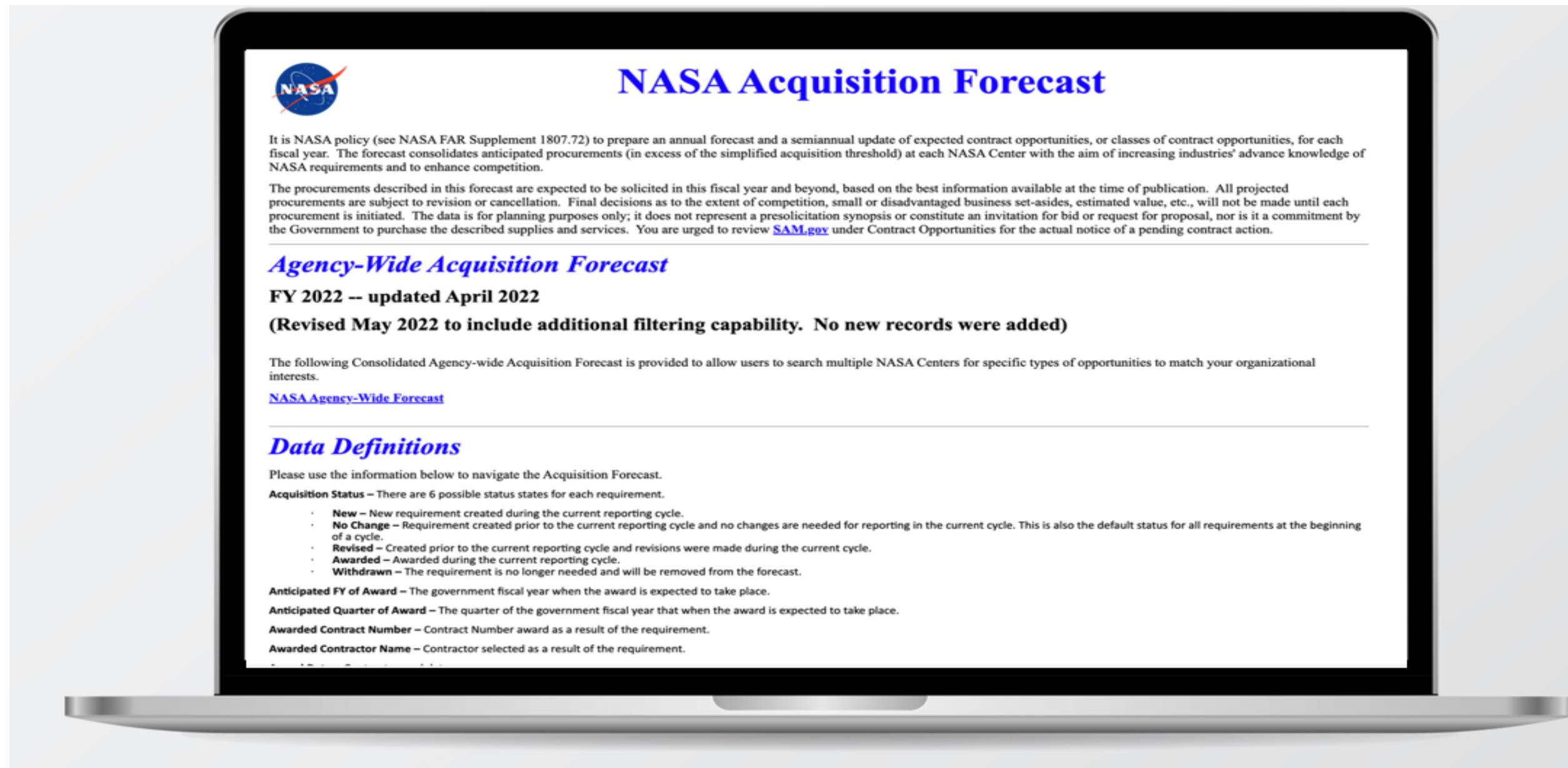
WHERE TO FIND NASA OPPORTUNITIES

Source	Location	Comments
SAM.gov	https://sam.gov/	Federal contract opportunities website
NASA Acquisition Forecast	https://www.hq.nasa.gov/office/procurement/forecast/	Agency-wide acquisition forecast
NASA Solicitation and Proposal Integrated Review and Evaluation System (NSPIRES)	https://nspires.nasaprs.com/external/	Research opportunities in science and technology
NASA Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR)	https://sbir.gsfc.nasa.gov/	Opportunities for small, high technology companies and research institutions to participate in Federal Government sponsored R&D efforts in key technology areas
NASA Active Contract List	NASA OSBP Mobile App	Available for download on IOS and Android. View current NASA requirements
NASA Vendor Database (NVDB)	https://osbp.nasa.gov/vendor_database.html	Register to share capabilities and receive NASA Procurement notices. NVDB is a market research tool for Acquisition personnel.
NASA Mentor Protégé	https://osbp.nasa.gov/mpp/index.html	NASA MPP encourages NASA prime contractors to assist eligible Protégés, thereby enhancing the Protégés' capabilities to perform on NASA contracts and subcontracts, fostering the establishment of long-term business relationships between these entities and NASA prime contractors, and increasing the overall number of these entities that receive NASA contract and subcontract awards

TOP TEN GRC NAICS CODES – FY23

- 541715 – Research and Development in the Physical Engineering, and Live (except Nanotechnology and Biotechnology)
- 332710 – Machine Shops
- 561210 – Facilities Support Services
- 236220 – Construction
- 541330 – Engineering Services
- 541712 – Research and Development
- 336414 – Guided Missile and Space Vehicle Manufacturing
- 541690 – Other Scientific and Technical Consulting Service
- 325120 – Industrial Gas Manufacturing
- 561210 – Facilities Support Services

NASA Acquisition Forecast



Freedom of Information Act

- Obtaining documents related to the current contract may assist in better preparing for and understanding the requirements for an upcoming competition.
- Each Center maintains an electronic library that contains frequently requested documents (contract documents may already be available).

Links to each Center's FOIA page and points of contact are accessible from the Agency FOIA webpage:

<http://www.nasa.gov/FOIA/>

The screenshot shows the NASA Freedom of Information Act (FOIA) webpage. The top navigation bar includes links for NEWS, MISSIONS, MULTIMEDIA, CONNECT, and ABOUT NASA. Below the navigation bar, there are links for 'For Public', 'For Educators', 'For Students', and 'For Media'. The main content area is titled 'Freedom of Information Act (FOIA)' and includes sections for 'About FOIA', 'FOIA Guidance', and 'FOIA Fees and Fee Waivers (PDF)'. A sidebar on the left lists 'NASA Center FOIA Sites' with links to various centers: ARC, Armstrong, Glenn, Goddard, Headquarters, JPL, Johnson, Kennedy, Langley, Marshall, NASA OIG, NSSC, and Stennis. The 'About FOIA' section mentions David Weaver as Chief FOIA Officer and Miriam Brown-Lam as Principal Agency FOIA Officer.

NASA Active Contract Listings

ACTIVE CONTRACT LISTINGS (ACLs)

→ [NASA Employees Click Here](#) → [Vendors Click Here](#)

Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

NASA ACQUISITION FORECAST

<https://www.hq.nasa.gov/office/procurement/forecast/>

The NASA Acquisition Forecast is a consolidated Agency-wide forecast provided to allow users to search multiple NASA Centers for procurement opportunities.

Expiration Date (or "last date to order" for indefinite-delivery contracts)

This allows for long-term tracking of recurring requirements, as well as for the long-term planning time normally required in pursuing the contracts.

Sample Active Contract Listing

Center	NAICS	Contract Name	Contractor Name Contract #	Type of Competition	Potential Value	Ultimate Contract End Date
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$44.9 M	5/31/2021 Last Date to Order
ARC	561210	Safety and Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC018C0017	Full & Open	\$609 M	3/21/2023
KSC	561730	Grounds and Landscaping Maintenance and Pest Contract II	S.C. Jones Services, Inc. 80KSC019C0020	HUBZone Set-Aside	\$10.9 M	9/30/2023

Center Acronym
Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/requirement.

To view:

<https://www.nasa.gov/osbp/active-contract-listings>



Time to re-register!

The NEW OSBP

NASA Vendor Database

is here!

Scan this QR code to register for
the new NASA Vendor Database or
click the link below.

<https://apps.nasa.gov/nvdb/>



The NEW OSBP NASA Vendor Database is here!

Welcome to the NEW NASA Vendor Database (NVDB)! This database is open to all businesses (large and small), and Colleges/Universities, who desire to work with NASA, as well as NASA employees who wish to view the landscape of prospective vendors.

The NVDB is solely utilized for information sharing, market research, and acquisition planning. The database may also be used by industry when searching for capabilities to support subcontracting opportunities or for networking purposes. Vendors are required to upload a capability statement when they register.

Vendors registered in the current NVDB, MUST re-register in the NEW database.

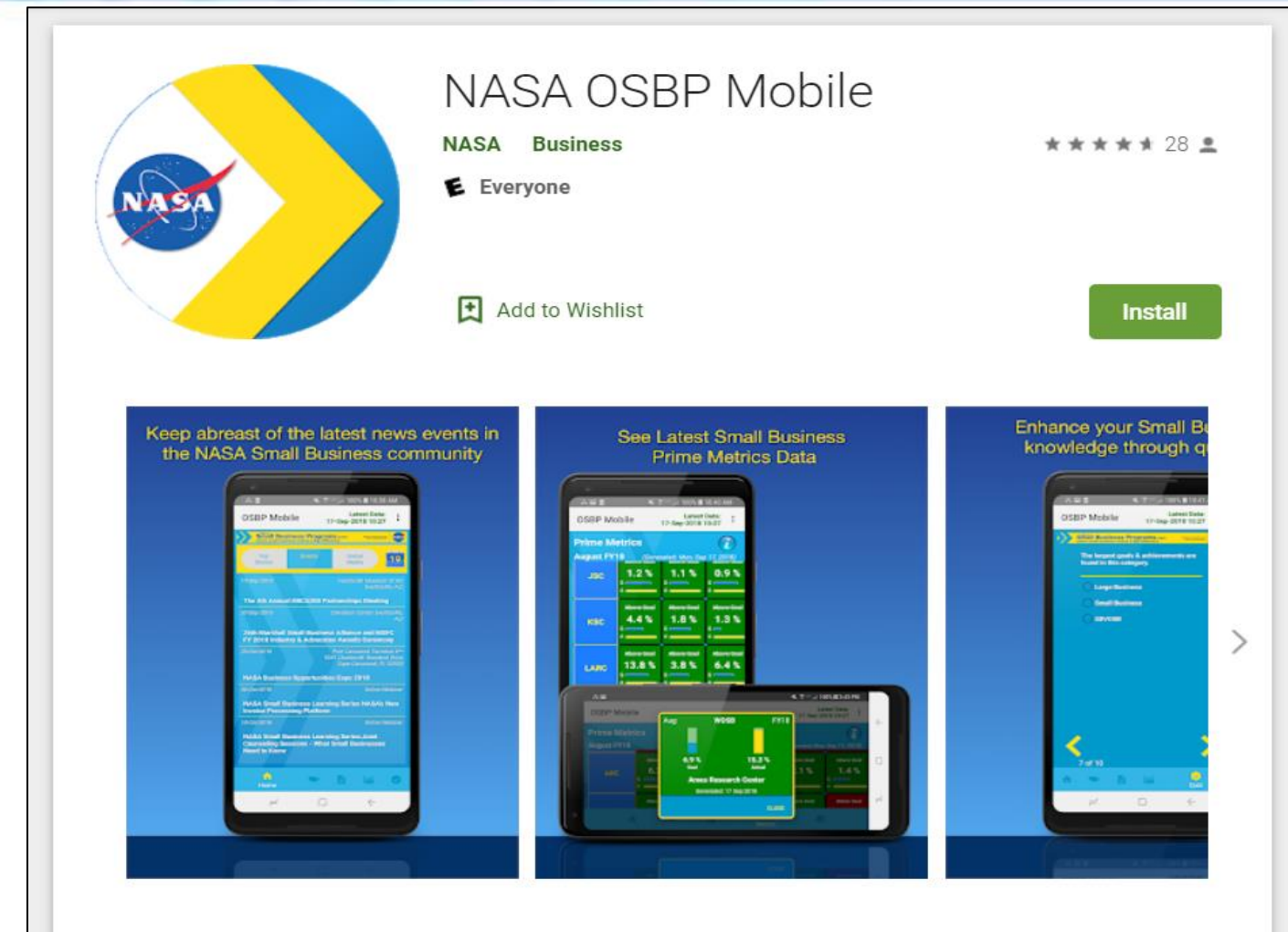
The former NVDB database was decommissioned effective June 15, 2023, and is no longer accepting new vendor profiles.

[CLICK HERE](#) to register your business today!

OSBP MOBILE APP

Are you a small business looking to make a big difference? Whether you own an engineering company, develop new telemetry software algorithms, or provide Information Technology services, the NASA Office of Small Business Programs (OSBP) can help you make that difference at the Agency by providing the necessary tools right at your fingertips.

- OSBP Mobile is designed to help:
 - Provide active contract listings and requests for proposals
 - Network with Small Business Specialists at each NASA Center
 - Explore the latest Agency prime metrics data
 - Inform you of the latest small business news and events



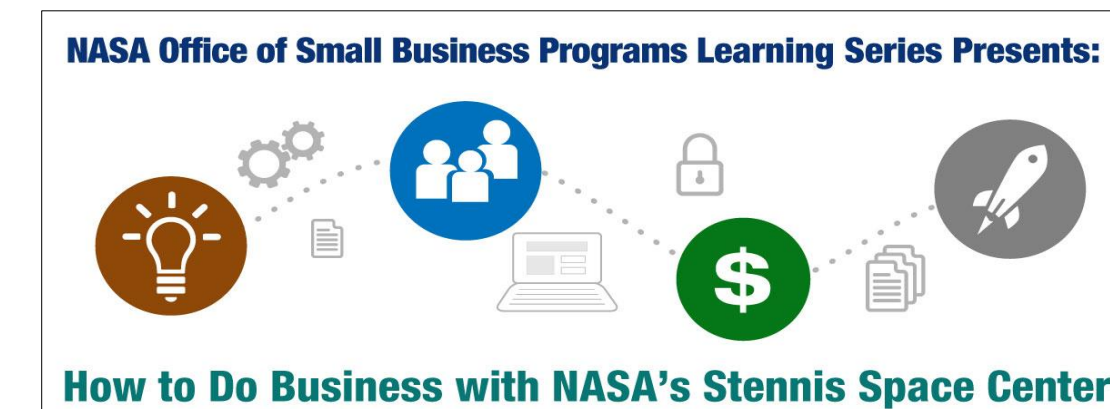
Download at:

<https://play.google.com/>
<https://apps.apple.com/>

Come make a BIG difference at NASA!

NASA OSBP LEARNING SERIES

- **OSBP Learning Series**
 - 1:00 p.m. ET, monthly on 3rd Wednesday
 - For more information: <https://www.nasa.gov/osbp/learning-series>
- **Sample webinar topics:**





OSBP Outreach Events

January 25, 2024 (Virtual)
Details TBD

OSBP Learning Series

November 15, 2023
Native American Business Development
Programs

December 13, 2023
Programs and Resources to Help You Do
Business with the Federal Government

UPCOMING OSBP OUTREACH EVENTS & WEBINARS

ONLINE: [HTTPS://WWW.NASA.GOV/OSBP/REGIONAL-OUTREACH](https://www.nasa.gov/osbp/regional-outreach)

ONLINE: [HTTPS://WWW.NASA.GOV/OSBP/LEARNING-SERIES](https://www.nasa.gov/osbp/learning-series)

OSBP GETS SOCIAL!

- [NASA Vendor Database](#)
- [OSBP Mobile App](#)
- [OSBP is on Facebook!](#)
- [OSBP in on Twitter!](#)
- [Subscribe to Our Mailing List](#)



Check out NASA's
LinkedIn page for
OSBP updates!
<https://www.linkedin.com/company/nasa/>

“MAKING THE CONNECTION”

- Capability Briefings: in-person one on one meetings, virtual, telecom
- Joint Counseling Session featuring Small Business Service Providers
- Outreach Events (Regional & Local)
- Doing Business with GRC
<https://www.nasa.gov/centers/glenn/business/index.html>
- GRC Small Business Advisory Council: <https://grcsbac.com/>
- GRC Contractor Information:
https://www.nasa.gov/sites/default/files/atoms/files/local_os_ns_contractor_listing_02222023_0.pdf

NASA SMALL BUSINESS SPECIALISTS AROUND THE COUNTRY

Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA

Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe

Johnson Space Center
Human Space Flight Operations
Houston, TX

NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller

Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Glenn Research Center
Aeronautics and Spacecraft Technology
Cleveland, OH
Eunice J. Adams-Sipp

Marshall Space Flight Center
Space Transportation, Propulsion Systems, Space Systems, and Science
Huntsville, AL
David E. Brock

Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD
Jennifer D. Perez
Kandace P. Chappell
Djaataa Onanuga

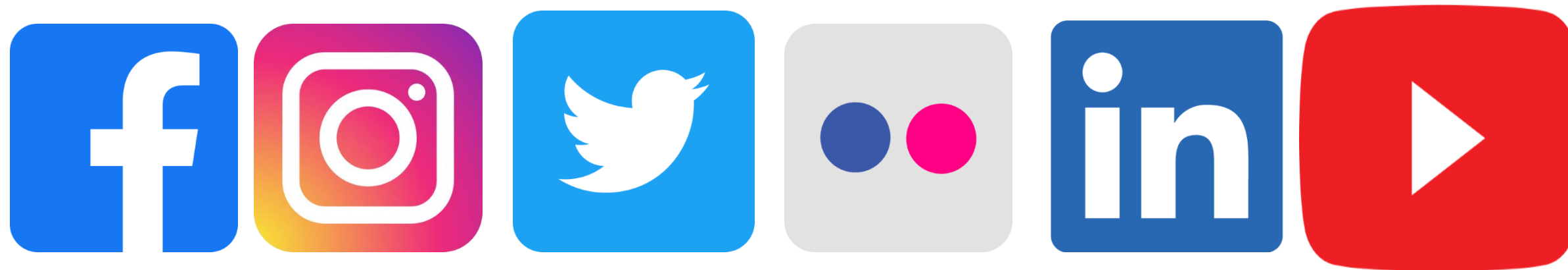
IT Procurement Office
Washington, DC

Langley Research Center
Aviation and Space Research
Hampton, VA
Robert O. Betts

Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL
Joyce C. McDowell
Natalie B. Colvin

LEARN MORE ABOUT GLENN

- Virtual Tours: <https://www.nasa.gov/glennvirtualtours>
- Guided Virtual Tours: <https://www.nasa.gov/nasaglenntours>
- Social Media:



LEARN MORE ABOUT NASA OSBP!

www.nasa.gov/osbp

GRC SBS CONTACT INFORMATION

NASA Office of Small Business Programs Eunice Adams-Sipp,
Small Business Specialist, (216) 433-6644
E-mail: GRC-SmallBusiness@mail.nasa.gov
Website: <https://www1.grc.nasa.gov/>

HQ Office of Small Business Programs
E-mail: smallbusiness@nasa.gov
Website: www.osbp.nasa.gov

Thank You!



Prime Contractor Overview

Crowley (Prime Contractor)

Presented by Mr. John Moawad



Crowley is one of the *largest U.S. based* transportation companies employing over *6,000 people* and a diverse fleet of assets *strategically placed* throughout the company's worldwide operations.

CROWLEY BUSINESS SEGMENTS



Strategic Support to DoD



Domestic Transportation

- DFTS – expanded capacity
 - across the network
- Major transportation provider for USTC, FEMA and GSA
 - Project/Heavy haul
 - FTL/LTL
 - Asset and 3PL
- Key homeland HA/DR partner



Expeditionary Logistics

- Swift, tailored response
- Global deployment and leveraged international partnerships
- Movement Control
- Port Opening / LOTS
- Inland transportation
- On-site representation & project management



Liner Services

- Leading liner service into Caribbean and Central America
 - Crowley built, crewed, and operated vessels
- Crowley owned and operated terminals
- Cabotage and international trade
- Diplomatic Cuba trade





For Business Opportunities:

- Asset Based Carriers
 - Submit information via form ([APEX Accelerator Referral Form](#)) or email capacity@crowley.com
 - Once reviewed and approved, we will send a private invite to start the process
 - This process can take some time, please be patient
- Brokers
 - Unfortunately, currently, we are not onboarding brokers

Other Business Development Opportunities

- Please email John Moawad – john.moawad@crowley.com

Federal Agency Overview

U.S. Department of Health of Human & Services (HHS)

Presented by Ms. Arielle Douglas



OSDBU

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (HHS)

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION (OSDBU)

Arielle Douglas, Deputy Director
November 1, 2023

ABOUT HHS

MISSION

Enhance the health and well-being of all Americans, by providing for effective health and human services and by fostering sound, sustained advances in the sciences underlying medicine, public health, and social services.

STRUCTURE

- Several operating divisions and staff divisions (i.e. NIH, CMS, FDA, CDC)
- 13 Contracting Activities

BUDGET

- Average Annual Enacted Budget = \$40B
- Average Contract Spend = \$9B

WHAT WE BUY

- Pharmaceutical Preparation Manufacturing
- Computer Systems Design Services
- Emergency and Other Relief Services
- Administrative Management and General Management Consulting Services
- Research and Development in the Physical, Engineering, and Life Sciences
- Medical Laboratories
- All Other Professional, Scientific, and Technical Services
- Other Computer Related Services

TIPS FOR SUCCESS



Register in the System for Award Management (SAM).
Obtain Unique Entity Identification (UEI)



Visit your local Apex Accelerator, previously known as the Procurement Technical Assistance Center (PTAC)



Locate a Minority Business Development Agency (MBDA) Business Center



Fully understand the HHS Mission Responsibilities



Register your company in the HHS Small Business Customer Experience (SBCX) System



Become familiar with the goods and services HHS procures and how its procures



Identify contracting opportunities by using SBCX



Engage with HHS Small Business Specialists (SBS)

Make a Good Impression!

Remember to be Prepared, Professional & Persistent for Success!

Join us for our monthly Vendor Engagement Session (VES) on the 2nd Tuesday of Each Month

<https://www.hhs.gov/grants-contracts/small-business-support/events-calendar/index.html>



CONTACT INFORMATION & RESOURCES

U.S. Department of Health and Human Services

**Office of Small and Disadvantaged Business
Utilization**

**Hubert Humphrey Building
200 Independence Avenue, SW
Washington, DC 20201**

**Email: sbmail@hhs.gov
Phone: 202-690-7300**

**Small Business Customer Experience (SBCX):
<https://osdbu.hhs.gov>**

HHS Equity Plan

<https://www.hhs.gov/sites/default/files/hhs-equity-action-plan.pdf>

HHS FY2024 Budget Brief

<https://www.hhs.gov/sites/default/files/fy-2024-budget-in-brief.pdf>

HHS Strategic Plan FY 2022 – 2026

<https://www.hhs.gov/about/strategic-plan/2022-2026/index.html>

HHS Procurement Forecast

<https://osdbu.hhs.gov/industry/opportunity-forecast>

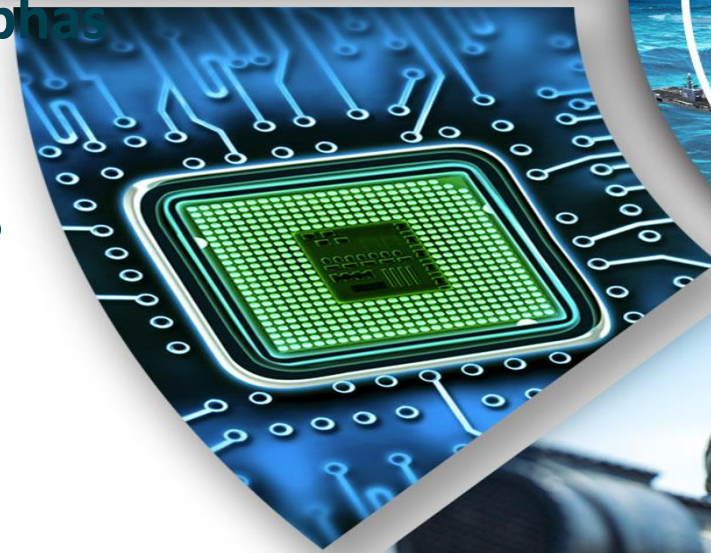
Federal Agency Overview

Naval Surface Warfare Center Crane Division (Navy)

Presented by Ms. Teresa Brough



NAVAL SURFACE WARFARE CENTER
CRANE DIVISION



CAPT Rex A. Boonyobhas
COMMANDING OFFICER

Dr. Angela Lewis, SES
TECHNICAL DIRECTOR

NSWC Crane Overview for Small Business

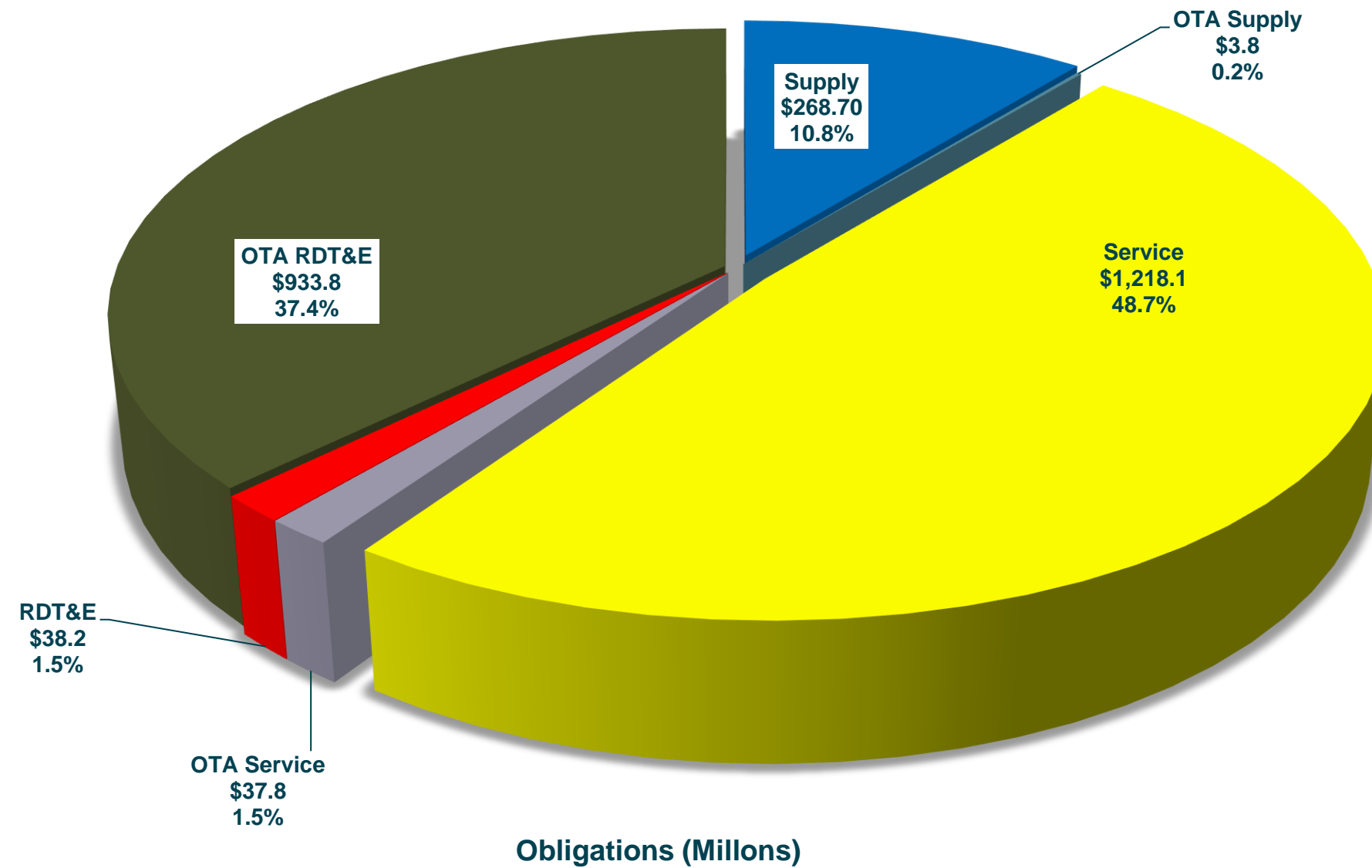
Teresa Brough
02 November 2023



NAVAL SURFACE WARFARE CENTER CRANE DIVISION (NSWC CRANE)

- **NAVSEA Head of the Contracting Activity**
 - Field Procurement Office
 - Unlimited procurement authority
- **Three Mission Areas: Expeditionary Warfare, Electronic Warfare, Strategic Missions**
 - [Naval Sea Systems Command > Home > Warfare Centers > NSWC Crane \(navy.mil\)](#)
- **\$2.2B in obligations in FY23 across supplies, services, R&D, construction and prototyping**
 - FAR based (Part 13 (SAP) & Part 15 (negotiated))
 - Other Transactions (Prototypes/R&D)
 - Prize Challenge
 - Construction

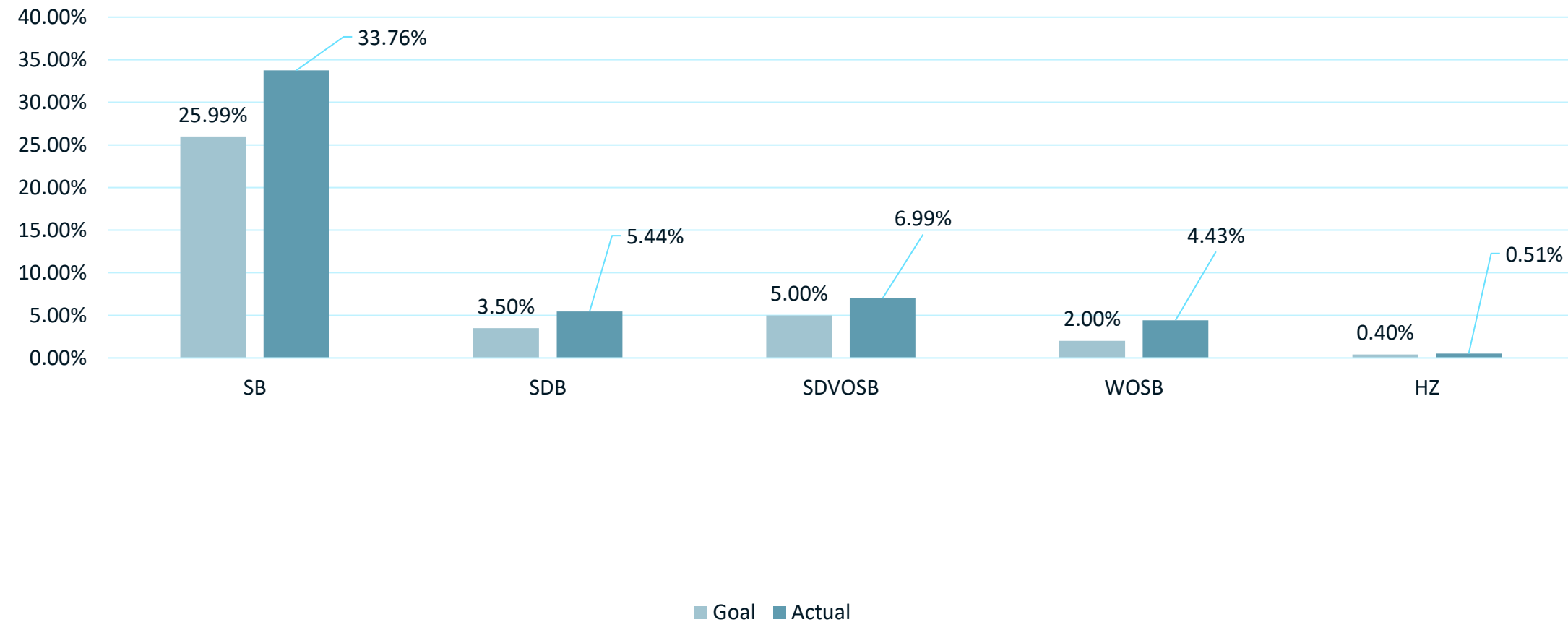
FY23 OBLIGATIONS



Repairs (\$98M) are included in Services total



NSWC CRANE FY23 SMALL BUSINESS GOALS VS. ACTUALS



SB Eligible: 4,604 actions / \$1,434,015,841

Small Business Total: 2,363 actions SB \$484,131,954



WHAT DO WE BUY?

- **Expeditionary Warfare**
 - **Sensors and communications, mobility and maneuverability, special munitions and weapons, sensor integration, power systems, and platform integration**
 - **Products and technologies, including Integrated Night Observation Device (INOD), Special Operation Forces Laser Marker (SOFLAM), Special Operations Visual Augmentation Systems (SOVAS) and Handheld Imager (HHI)**
 - **Small arms, pyrotechnics/demolition, materials, EO targeting, special ammunition, non-lethal weapons and optically-guided munitions**
 - **SOCOM, USMC, NAVAIR, NSW, and other expeditionary customers**
- **Electronic Warfare**
 - **Electronic warfare and integrated sensing technology to Control the Electromagnetic Spectrum in order to Control the Fight**
 - **Airborne Electronic Attack systems, infrared and laser countermeasures and Airborne EW Defensive systems**
 - **EW systems for ships, aircraft, and expeditionary purposes**
- **Strategic Missions**
 - **Strategic Systems Program Office, Trident system components and equipment**
 - **Strategic electronics and sensors for successful global deterrence and ballistic missile defense**
- **Corporate Operations, Command, Contracts Organization and related requirements**
 - **Business analysis, administrative support, IT support, financial support, data analytics, miscellaneous requirements**
- **NAVSEA Program Executive Office (PEO) Contractor Support Services (SeaPort-NxG)**
 - **Engineering & Technical, Logistics, Configuration Management, Program Management, Administrative Support, Financial Support**



TECHNOLOGIES & SOLUTIONS

We buy

- **Small Arms (<20mm), Sensors, Electronics, Radars, Multi Chemistry Battery and Power Management Systems, Multi-Sensor/Multi Domain EO/IR Systems, Security system components, Software for testing and analysis, Sonar (transducer) components, Infra-Red (IR) / Radio Frequency (RF) Technologies, Phased Array and Solid State Technologies**
- **Services and R&D related to weapons, sensors, electronics, radars, microelectronics, sonars and IR/RF**
- **Test equipment, information technology and other related products and services**
 - **Products enabling Crane's workforce to design, test, and simulate weapons and military operations.**

We are heavily engaged in finding solutions for:

- **Autonomous systems**
- **Defense against autonomous systems**
- **Cyber, IT, IA, Systems integration software, and more**
- **Electromagnetic Domains**
- **Hypersonic & Microelectronic**



TOP 10 CATEGORIES OF PROCUREMENT

FY23 Top Ten NAICS Categories Awarded by NSWC Crane:

FY23 Top Ten PSC Categories Awarded by NSWC Crane:

NAICS	Sum of Dollars Obligated
541330	\$ 1,119,955,331.13
334511	\$ 148,999,739.90
332994	\$ 26,170,656.42
541519	\$ 23,174,394.14
335911	\$ 19,179,600.53
333314	\$ 17,659,408.89
541715	\$ 14,961,118.15
325920	\$ 13,132,845.74
332710	\$ 11,900,415.26
336611	\$ 10,617,272.87

Product Service Code	Sum of Dollars Obligated
R425	\$ 994,761,692.74
5855	\$ 42,508,147.73
R499	\$ 35,404,759.02
R408	\$ 25,411,705.98
J016	\$ 23,198,941.94
1005	\$ 23,080,464.18
6140	\$ 21,963,863.06
1375	\$ 18,341,287.82
J059	\$ 16,303,700.51
5845	\$ 14,592,564.68

DOING BUSINESS WITH NSWC CRANE

- **For businesses unfamiliar with FAR-Based contracting, the following 8-step tutorial provides step-by-step guidance:**
 - <https://www.secnav.navy.mil/smallbusiness/Pages/DBWD.aspx>
- **Business Opportunities are advertised on**
 - <https://sam.gov/>
 - <https://www.seaport.navy.mil/>
- **Non-FAR Based Other Transactions are advertised on**
 - [Home Page - S2MARTS](#)
 - [Other Transaction Agreements \(OTA\) - ATI | Advanced Technology International](#)
- **Non-FAR Based Prize Challenges are advertised on**
 - [Challenge.Gov](#)

- **NAVSEA LONG RANGE ACQUISITION ESTIMATE (LRAE) is now available. This forecast creates a demand signal of anticipated business needs and makes early planning possible to a wide range of current and potential industry partners. It also contributes to better support of NAVSEA's requirements and fosters increased competition which benefits both NAVSEA and new business partners. The LRAE is available in two parts; one for headquarters and another for the enterprise. For more information visit <https://www.navsea.navy.mil/Business-Partnerships/LRAE/>**
- **SEAPORT NEXT GENERATION (SeaPort-NxG) is the Navy Virtual SYSCOM Commanders' (NAVAIR, NAVSEA, NAVSUP and NAVWAR) integrated approach to contracting for support services. SeaPort-NxG's electronic procurement of Technical, Engineering, and other professional services represent a key strategy to meeting NAVSEA's contracting needs. SeaPort-NxG preapproves a large & diverse community of contractors. Once approved, contractors bid on work, individually or in teams. Details on admission to SeaPort-NxG are available on its website, <https://www.seaport.navy.mil/>**
- **SAM.GOV Qualified vendors can search this online site to monitor and retrieve current procurement opportunities and general contracting information. This is the single government point-of-entry for federal procurement opportunities greater than \$25,000. For information on how to get started, visit <https://sam.gov/>**

- [Connect to Mission \(C2M\)](#) - Tue, Nov 07 at WestGate Academy Odon, IN
 - Join us for the CRDG Connect to Mission (C2M) event featuring NSWC Crane’s Corporate Operations Department and Command Support, including NSWC Crane specific Office of Undersecretary of Defense contracting requirements.
<https://www.craneregionaldefensegroup.org/event>
- [Buy Indiana Expo](#) - April 15-16, 2024, at the French Lick Resort and Casino.
 - Sponsored by the Naval Surface Warfare Center Crane (NSWC Crane) the purpose of the Buy Indiana Expo is to align Hoosier companies to unique opportunities to expand their business through contract with government centers.
 - Buy Indiana Expo also includes breakout sessions/workshops by NSWC Crane to educate vendors on how to conduct business with the Federal Government and how SBA can assist with your business needs.
 - If you are interested in participating in the Buy Indiana Expo or have questions, please contact the Jasper Chamber of Commerce at 812.482.6866 or at www.jasperin.org.



DEPUTY FOR SMALL BUSINESS NAVAL SURFACE WARFARE CENTER, CRANE IN

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Federal Agency Overview

Wright Patterson Air Force Base (WPAFB)

Presented by Ms. Sarah Bell