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Chamber Hosts NASA Vendor Expo

Think your business is too small to do business with NASA? Think again, and we have a unique opportunity to connect with NASA coming up soon, says Danette Richards, the Mobile Area Chamber's small business development director.

The Mobile Area Chamber is hosting a NASA Business Forum featuring NASA's Marshall Space Flight Center in Huntsville, NASA Stennis Space Center and NASA Shared Services in south Mississippi and representatives from major aerospace prime contractors. The agency spent approximately \$16 billion with direct and indirect contractors during fiscal years 2016 and 2017.

The event will be held at the Renaissance Mobile Riverview Plaza Hotel from 8 a.m. to 3 p.m. on Thursday, Nov. 2. The cost is \$50 per person, includes lunch, and is open to all area and regional businesses.

"We believe the Gulf Coast market is an untapped market consisting of many qualified suppliers. We want to reach as many of these companies as possible," said David Brock, small business specialist with Marshall Space Flight Center. "Each fiscal year presents new opportunities for small businesses. We buy everything from pens to rockets."

Topics on the agenda include NASA's acquisition process, upcoming business opportunities, best practices to win a direct contract or subcontract, and helpful marketing tools and advice. Following the presentation, attendees will also meet face-to-face with the representatives in a trade-show style forum.

"A lot of partnerships and deals start at these type forums, especially between attendees," added Richards.

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Open to small, medium and large companies, the forum helps NASA reach out to small, disadvantaged, minority-owned, women-owned, disabled Veteran and Veteran-owned businesses, and those located in historically underutilized business zones.

The NASA centers and contractors are in search of a variety of business partners, including those to help with:

- Aeronautics Research / Avionics
- Weather and Climate Monitoring / Clean Air and Water
- Fire Equipment / Body Armor / Protective Guard Service
- Advanced Manufacturing / Tooling
- Advanced Technology / Robotics
- Environmental Services / Logistics Services
- Architect Engineering / Engineering Services
- Analysis and Communications Support
- Project Management / Program Planning and Control
- Cost Estimation and Analysis
- Configuration and Data Management
- Construction / Services / Supplies
- Various Software Systems and Maintenance

Reservations are required. Contact Brenda Rembert at 251-431-8607 to register or for more information.

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