Climbing a step at a time to contract with HBCU’s

Construction & Optimization of Refurbishment & Assembly of Lower Strut for ATK

Senior Class Project – 3 teams with 6 students on each team

Tallahassee, FL – KSC, FL

New Supplier – Goal assigned to the contract for HBCU/MI

Step 1

• Work with Contracts and Program Management in establishing a plan of action to comply with the contractual requirements. Timing in the proposal is key.

• SBLO takes the lead in identifying HBCU’s strength and capabilities.

• Identify a course of action that yields a return on investment to make a good faith effort toward your goal.

• Management assigns a project lead from his staff.
• **Step 2**

• Technical Team wrote the SOW and reviewed it with the FAMU staff to ensure they were capable of the work. This is the hardest part of the contract.

• Sideline – it took 2 months to negotiate T&C’s. Very few HBCU’s have a contracting department.

• Work within the school system the best you can. Multiple year contract with a Senior Class project.

• Once the PO was in place and the students were chosen, the Engineering Team traveled to Florida to talk to the students and answer any questions.
• **Step 3**

• **Coordination of expectations = Contract Success.**
  
  • Outline schedules and deliverables – tie to milestone payments.

• **We held weekly conference calls to ensure all student questions were answered.**

• **Two months into the project we flew back out and took the students through Lean Training (PES). This was a benefit to the first SOW and subsequently each year.**

• **Our contract evolved. It was a multiple year contract so, we had an internal lessons learned each year at the final presentation.**
Step 4 Final Presentation

- Student presentation – ATK engineer, contracts, PES Director, and Professor.
- Construction & Optimization of Refurbishment & Assembly of Lower Strut for ATK.
- The project is centered on the current state value stream map for the fabrication processes, including the trade studies on options.
- Reduce the current cycle time from three and a half months to a shorter time.
- Specified in the task is to develop and recommend a proficient fabrication process flow for the Refurbishment, Verification Testing, and Assembly of SLS Core Aft Attachment Struts.
- Everything from Risk to Implementation was outlined including with an accompanying analysis.
- Continued the contract each year and submitted a Mentor Protégé Agreement in coordination with the Contract.
Successes

Success

• Deliverable to NASA who implemented one of the students recommendation.

• Students build a resume based on actual contract with Prime Contract and hands on experience.

• Continued the contract each year and submitted a Mentor Protégé Agreement in coordination with the Contract.

• With the MPA was able to invite other Prime’s to meetings and presentations that were outlined from FAMU to prove the relationship with HBCU’s and Industry.

• Presentations for NASA and other government agencies on “How to”.

• Panel discussions for HBCU conference for the Government Partnerships.