



Doing Business with NASA

Mr. Willie Love
Business Development

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"Scheduling a meeting and doing business is a journey."

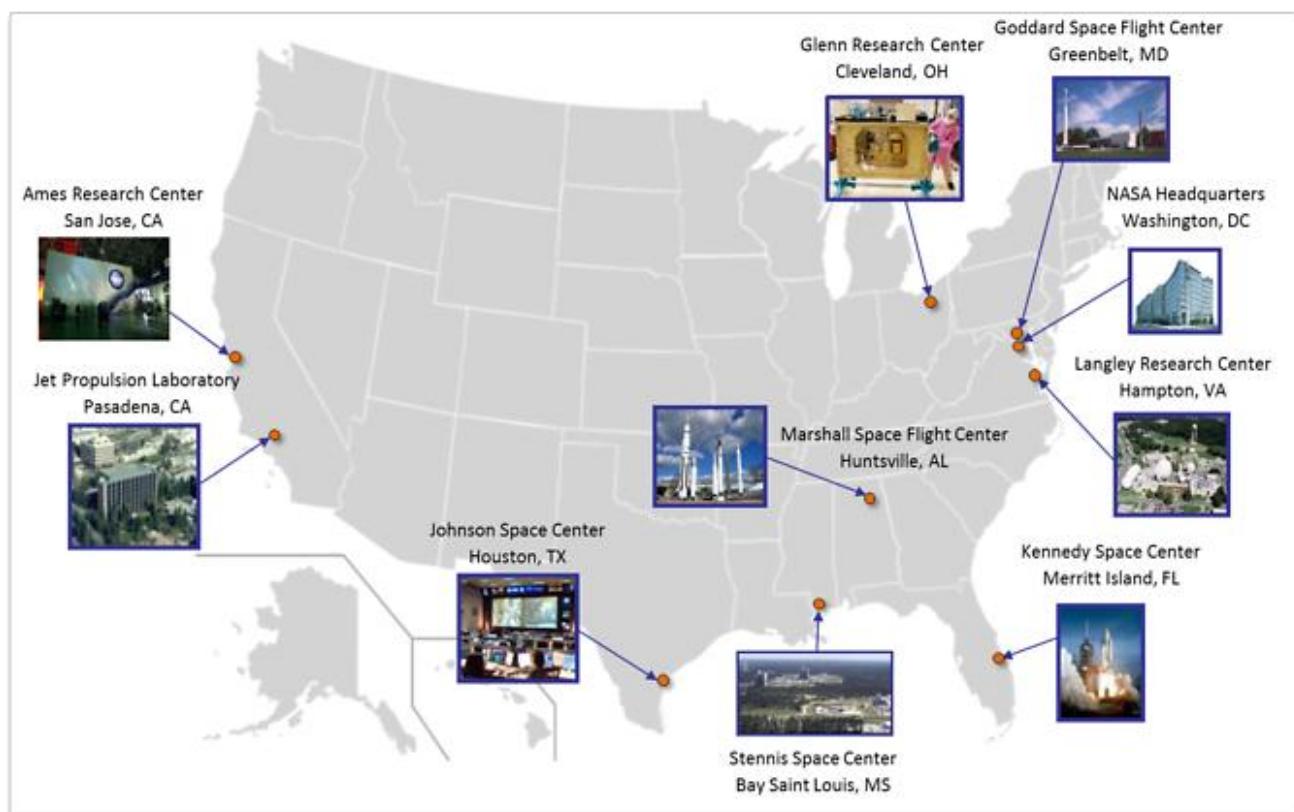
About me

- AAMU alumnus
- Co-op with NASA MSFC
- Recently retired with 37 years of NASA experience
- 25 years of experience with Minority University programs
- 4 years of executive leadership experience.

Get to Know the Centers

10 NASA Centers

- Each with unique missions, responsibilities and research competencies.
- Located across the United States.

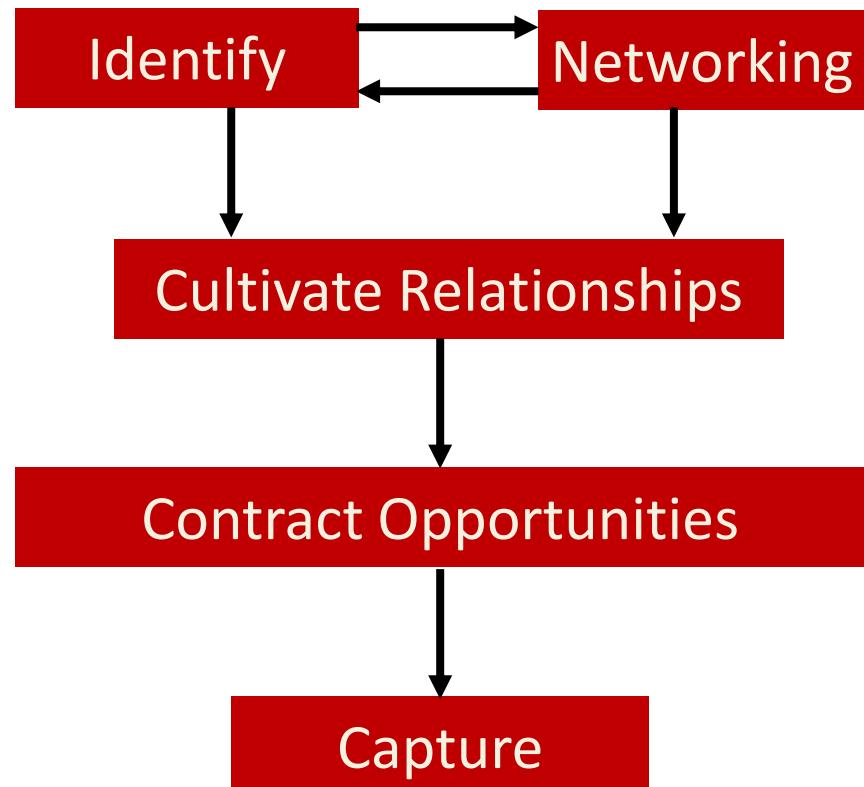


Meeting Strategy

- **Identify NASA center aligning with your interests and capabilities**
Understand the mission and the needs for the center of interest (NASA.gov)
- **Evaluate the acquisitions forecast, ongoing research and core competencies for NASA**
Will facilitate meeting
- **Make contact**
 - Minority University Program Manager
 - SBA Officer for Acquisition Strategy
 - Partnership Office
- **Identify program and project managers with common interests**
 - Arrange site visits to areas of interest
 - Establish relationships with program and project managers and SMEs.

- **Follow up with program and project management**
Stay current with their research, as they may require your expertise.
- **Discuss and establish task orders**
- **Write white papers**
- **View SBIR/STTR solicitations**
Find companies with common interest, and facilitate their R&D through that vehicle.

- **Do your homework**
- **Identify the NASA center(s) of interest**
- **Create strategic relationships**
- **Seek solicitations within your capabilities and capacities.**
- **View SBIR/STTR solicitations**
- **Follow up!**





Questions?