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OFFICE OF SMALL BUSINESS PROGRAMS

SMALL BUSINESS SUCCESS STORY



From left to right: GSFC Deputy Center Director Arthur "Rick" Obenschain, ADNET CEO Ashok Jha, ADNET Vice President Dr. Rich Isaacman, GSFC Center Director Robert D. Strain at the September 10, 2008, ceremony presenting ADNET's 2008 Goddard Contractor Excellence Award for Small Business.

As a small business, ADNET Systems, Inc. has written a 17-year success story at the National Aeronautics and Space Administration (NASA). Rooted at NASA since 1991, ADNET laid the foundation built on the vision to be a premier information technology (IT), science, and engineering company aligned to the needs of the Agency. From humble beginnings as a subcontractor to Hughes providing software architecture support to winning the 2008 Goddard Contractor Excellence Award, ADNET has grown substantially—but never wavered from its vision.

Since its inception, ADNET has been a trusted NASA contractor and business partner to other contractors, constantly expanding its breadth and depth of services. ADNET initially built a reputation at Goddard Space Flight Center (GSFC) supporting several IT initiatives. Now,

ADNET supports four different NASA Centers: GSFC, Ames Research Center (ARC), Headquarters (HQ) and the NASA Independent Verification & Validation (IV&V) Facility in Fairmont, West Virginia.

Headquartered in Rockville, Maryland, ADNET built a natural relationship with GSFC based on both its proximity to, and knowledge of, the Center. Ashok Jha, ADNET's CEO and cofounder, leveraged his years of engineering experience as a former NASA GSFC civil servant to provide both value and customer service to his former colleagues. Through years of proven support and established relationships, ADNET's reputation grew at GSFC.

ADNET's success was forged through years of NASA proven performance. Jha built the company slowly and organically, without outside capital or loans. That organic growth fostered a corporate culture focused on strong relationships with customers and partners, customer service, technical excellence, and employee retention. This measured approach led to successful partnerships and contracts, increased recognition and awards, and a loyal employee base building towards goals set forth at the company's debut.

"From the beginning, success was measured by achieving goals that enhanced our credentials to go after bigger opportunities with each new year," said Jha. "Over the course of 14 or 15 years, we kept building on our experience, building our horizons, building our core team."

In 2006, ADNET was awarded the \$221M Sciences and Exploration Data Analysis II (SESDA II) contract at GSFC. This premier contract aligned perfectly to ADNET's vision: supporting NASA through IT, science, and engineering services. In two years of performance, ADNET has earned performance ratings of 93, 95, and 95, demonstrating a blend of technical, business, and cost excellence while managing large subcontractors.

ADNET's successes at GSFC and at the NASA IV&V Facility demonstrated that it was ready for the challenges of SESDA II. By establishing and maintaining relationships

with large companies like Hughes, CSC, Wyle, Raytheon, and Honeywell on several contracts, ADNET learned how to work with, and manage, large contractors.

From its early days supporting the Minority University-Space Interdisciplinary Network (MU-SPIN) contract — among others, ADNET recognized the value was not in the contract itself, it was in the relationships formed and the experience gained. Now, ADNET supports GSFC's Code 600 (SESDA II), the Office of Human Capital Management (OHC), and the NASA Center for Computational Sciences (NCCS).

At the IV&V Facility, a 14-year customer, ADNET's technical support includes help desk, system and database administration, IT security, Web development, network administration, videoconferencing, and telecommunications. Additionally, ADNET manages NASA IV&V Security Configuration and Control Board operations and provides NASA and WVU with recommendations based on facility requirements, return on investment, and impacts on operations and maintenance activities.

In 2007, the company began its support of ARC on the NASA Supercomputing Support Services (NS3) contract as a subcontractor to CSC. Our support encompasses scientific computer systems, engineering data analysis and visualization systems, new technology development, software application development and implementation, and computer system management.

"NASA has played such a critical role in our growth as a small business," said Jha. "From humble beginnings as an 8(a) company to Goddard Small Business Excellence winner, ADNET constantly evolved by finding the right leaders and personnel to develop solutions that meet growing technical requirements under tighter budgetary constraints. Earning accolades is the first challenge as a small business; maintaining the standards to keep the accolades coming is the welcome challenge that accompanies it."

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