

## KEY TECHNOLOGY REQUIREMENTS

- Cybersecurity
- Cloud Computing
- Wireless Technologies
- High Performance Analytics
- Virtualization
- Secure Mobile Technologies

## ADDITIONAL REQUIREMENTS

- Mathematics Research/Advanced Mathematics
- Signal Processing
- Cryptanalysis
- Electrical Engineering
- Language Analysis and Translation
- Systems Engineering
- Biometrics
- Technical and Non-technical Training
- Information Operations/Defensive Information Operations
- Microelectronics
- Engineering
- Physical Security Services
- Program Management
- Research
- Facilities & Logistics
- Hardware/Software
- And Much, Much More!

## OFFICE OF SMALL BUSINESS PROGRAMS

The Office of Small Business Programs (OSBP) provides a “front door” to NSA for companies desiring to do business with the Agency. We facilitate the exposure of potential business partners to other NSA organizations through events, programs, and partnerships fostered throughout the community. As the Office of Small Business Programs, we work to ensure the maximum practicable prime and sub contracting opportunities exist within NSA acquisitions for all types of small business concerns.

### OFFICE OF SMALL BUSINESS PROGRAMS

PHONE: (443) 479-2384  
FAX: (443) 479-2470  
E-MAIL: [smallbusiness@nsa.gov](mailto:smallbusiness@nsa.gov)

### ACQUISITION RESOURCE CENTER (ARC)

PHONE: (866) 914-6272  
WEB: [www.nsaarc.net](http://www.nsaarc.net)  
E-MAIL: [nsaarc@nsaarc.net](mailto:nsaarc@nsaarc.net)

### PROVISIONAL INDUSTRIAL SECURITY APPROVAL (PISA) PROGRAM

PHONE: (443) 479-2468  
FAX: (443) 479-2470  
E-MAIL: [pisa@nsa.gov](mailto:pisa@nsa.gov)

NATIONAL SECURITY AGENCY

## OFFICE OF SMALL BUSINESS PROGRAMS

**Our Mission –  
Your Opportunity**

[www.nsa.gov](http://www.nsa.gov)

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[www.nsa.gov/business](http://www.nsa.gov/business)



# GETTING STARTED

## 1— UNDERSTAND NSA

NSA has two distinct missions: signals intelligence, collecting and analyzing intelligence from foreign signals, and cybersecurity, preventing and eradicating cyber threats to U.S. national security systems and critical infrastructure.

The business section of the NSA website provides valuable information on working with NSA to accomplish our mission.

Visit [www.nsa.gov/business](http://www.nsa.gov/business).

## 2— THE ARC

The Acquisition Resource Center (ARC) is NSA's innovative business registry that provides a one-stop source for acquisition information. The registry also serves as a market research tool for NSA personnel.

Registration in the ARC is mandatory for any company wanting to do business with NSA. Visit [www.nsaarc.net](http://www.nsaarc.net).

## 3— PATHWAY TO SUCCESS

Our "Pathway to Success" briefings assist new vendors in learning about this Agency, our needs, and special programs intended to enhance our industrial base. Registration is required in advance. All attendees must be U.S. citizens Register at [www.nsaarc.net/pathway](http://www.nsaarc.net/pathway).

## 4— NETWORK!

Visibility and networking are key in the NSA community. Companies should attend Agency hosted events and get involved with reputable industry groups.

### Business in a Minute

NSA's annual Business in a Minute event consists of focused meetings scheduled throughout the day between small business industry representatives, NSA prime contractors, and NSA government offices. Industry representatives have 15 minutes to present their best case for doing business with NSA.

### Industry Expos

Industry Expos give Agency personnel a convenient opportunity to observe the latest technologies and to provide companies a cost and time-effective forum to demonstrate their product and services.

## 5— ACCESS RESOURCES

The NSA Office of Small Business Programs (OSBP) provides programs and events to foster business relationships in support of NSA's mission and goals. For more information, visit [www.nsa.gov/business/programs](http://www.nsa.gov/business/programs).

### Capability Briefs

Schedule capability briefs with the appropriate Program Executive Office within NSA to determine if there is an interest on the Agency's behalf. PEO contact information can be found under the Acquisition, Forecast tab, once your company is registered in the ARC.

## Provisional Industrial Security Approval (PISA) Program

The PISA Program is designed to assist businesses not currently doing business within the NSA community at NSA gain personnel clearances. The purpose of the program is to provide companies the ability to engage in classified discussions in an effort to bring state of the art and innovative technologies to NSA. For more information, please go to [www.nsa.gov/business/programs/pisa](http://www.nsa.gov/business/programs/pisa).

## GreyBox

To assist developers in building technologies that can work in our technical ecosystem, NSA has developed GreyBox, a tool used to test, integrate and demonstrate that software can work with NSA's architecture. GreyBox includes mock-ups of interfaces for several common services that are dependencies for multiple mission applications in our classified environments. Developers can use GreyBox in their own unclassified software development facility, install their software, and assess how well their software can interoperate with our interface. GreyBox is now available through the NSA Acquisition Resource Center (ARC). If your company is already registered with the ARC, you can download GreyBox today.