

# NEWS RELEASE



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## **DIVERSE SUPPLIER BASE IS GOOD BUSINESS FOR UNITED SPACE ALLIANCE**

Houston, TX (Feb. 17) -- Recognizing that minority and women-owned small businesses provide a wealth of experience, perspective and talent, United Space Alliance is doing its part to foster and utilize a diverse supplier base to build and sustain a competitive space industry for the future.

Since its inception in 1995, USA has purchased \$1.75 billion worth of goods and services from small, small disadvantaged and women-owned small businesses throughout the country. This number represents more than 27 percent of the total dollars that the government's largest civil space operations contractor has paid to subcontractors. In the most recent operating quarter, 66 percent of USA's total subcontractor dollars went to small businesses.

"While the trend in today's corporate world is toward consolidation of the supplier base, USA is committed to developing a diverse base of suppliers and expanding opportunities for these small businesses," said Mike Jones, USA's Director of Procurement and Subcontracts. "With the lower overhead structure and competitive pricing these companies provide, this strategy makes good business sense. It also fits our corporate commitment to enrich our communities."

USA is an active supporter at both the national and local levels of the National Minority Supplier Development Council, its regional councils and the Women's Business Enterprise Alliance including

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maintaining memberships on key advisory boards and serving as officers of local chapters.

The company is also involved in several of NASA's small-business programs, including the Prime Contractor Roundtable sponsored by the Office of Small Disadvantaged Business Utilization at NASA Headquarters, and the small business liaison organizations at the Johnson Space Center in Houston and the Kennedy Space Center in Florida.

The U.S. Small Business Administration consistently rates USA's small business program as "outstanding", and USA plays a direct role in the SBA's regional outreach programs. Most recently, USA has been working closely with both the SBA and the Veterans' Administration, with regard to their new emphasis on Service-Disabled Veteran Owned and Veteran Owned small businesses, to identify, develop and subcontract with more of these qualified businesses.

"Using a diversity of suppliers is sound business strategy and is an integral part of corporate social responsibility. Everyone wins." Jones said. "Equally as important, these small businesses are finding their niche in one of our nation's greatest enterprises. When the Space Shuttle returns to flight later this year, thousands of small business employees will be able to proudly say they are part of history in the making."

United Space Alliance, established in 1995, is a space operations business offering products and services in space flight training, space hardware processing, launch and return operations and on-orbit operations. A limited liability company owned equally by Boeing and Lockheed Martin, USA serves as NASA's prime contractor for the Space Shuttle and provides operations services for the International Space Station. USA employs more than 10,000 people in Texas, Florida, Alabama, the Washington, D.C., area and Russia.

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