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CENTER COUNCIL SUCCESS STORIES

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FEATURED BUSINESSES

Office of
Small Business Programs (OSBP)
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ANRE TECHNOLOGIES, INC.

JPL small business panelist from left Chris Smith (Sierra Lobo), Eugean Hacopians (ANRE Tech), Jay Chhugani (SBAR), Jose Pi (Mori), and Dan Deans (MEI)

ANRE Tech's Eugean Hacopians and Roubina Moses with NASA's David Grove

"How to Do Business with JPL" panel discussion at NASA JPL SDVOSB Industry Day

Tell us about your company's history and its capabilities:

ANRE Technologies, Inc., (Anretech) is a small, Woman-Owned Small Business based in La Crescenta, CA, that supports organizations in implementing and optimizing all aspects of data center engineering and operations. The company was founded in 2011. Our capabilities include project management, systems engineering, software development, data flow and networking, hardware selection, life cycle methodologies, infrastructure systems, building and facilities management, and seismic analysis.

How many employees does your company have?

Anretech employs seven highly skilled employees (in addition to subcontract teaming partners and subcontractors), who serve in the following roles: Senior Systems Architect, Senior Networking Architect, Senior Cyber Security Engineer, Senior Database Architect, Senior Database Administrator, System Administrator, and Software Development Engineer.

Tell us about your recent success story at the NASA Center(s):

Anretech was recently selected to participate in Jet Propulsion Laboratory's (JPL's) Mentor-Protégé Program. Our selection was the direct result of our past performance on a contract supporting an FY15 "IT Footprint Study" on behalf of the JPL Office of the Chief Information Officer (OCIO). The study included an assessment and inventory of 98 data centers' equipment, capacity, safety, and functions. This study was instrumental in aiding the OCIO with identifying a means of consolidating the laboratory's data center operations. Due to our successful execution of the study, and the "above and beyond" efforts to submit a highly detailed report to the OCIO, they proposed initiation of a mutually beneficial mentor-protégé agreement for us to continue our collaboration on data center initiatives.

Describe what services or support you provided at the NASA Center(s):

During the past 5 years, Anretech has supported JPL as a subcontractor and prime contractor in all aspects of information system (IT) infrastructure and systems engineering services. The key areas of support include network operations; system operations; system administration; system engineering and design services and support, including system monitoring; data storage; and backup and recovery services.

We have also had opportunities to demonstrate the following core competencies in supporting the lab: software development; cloud services and computing; systems operations and maintenance; data center design and management; database design, development, and management; network enterprise design, integration, consolidation, support, and security; and help desk support.

How has your business evolved or grown supporting NASA?

Working with JPL has taught us the importance of diligence, communication, and trust. Prior to receiving a direct award with the lab, we focused on developing business by identifying customers, submitting an unsolicited proposal, and maintaining communication. Through a subcontract with a large prime, we gained additional visibility. Our work as a subcontractor led to a contract to perform several small tasks for data center support. Ultimately, our successful performance fostered end-user confidence in our ability to manage larger-scale projects.

Becoming a JPL supplier required time and patience. The early years of marketing to JPL were valuable in helping us understand the needs of our target customer and prepared us to meet those needs when the opportunity became available.

Describe your company's future:

Anretech looks forward to partnering with the JPL OCIO to overcome any IT challenges they may face. We have many opportunities, especially in the systems engineering and systems consolidation, to help JPL projects successfully migrate their critical systems into state-of -the-art OCIO data centers. Reducing the lab's smaller data centers into a few centrally managed data centers will reduce costs on many fronts including facility operations, power usage, and most importantly, labor costs.

In addition, Anretech endeavors to leverage its past performance and enhanced technical capabilities gained through the JPL mentor-protégé program (which will provide opportunities for coaching and collaboration on OCIO initiatives and leadership training) to support future prime contracts and subcontracts at other NASA centers.

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