

National Aeronautics and Space Administration



# NASA/MARSHALL SPACE FLIGHT CENTER

## SMALL BUSINESS MARKETING GUIDE

Revised August 27, 2019



## **Introduction**

The NASA/Marshall Space Flight Center (MSFC) is located on the Redstone Arsenal in Huntsville, Alabama, an army military base consisting of approximately thirty eight thousand acres. As a tenant, MSFC occupies approximately eighteen hundred acres, has approximately six thousand on-site employees including contractor support personnel, and a FY 2019 budget projection of three billion. In addition to the Redstone Arsenal location, MSFC also has a satellite facility in New Orleans, Louisiana, the Michoud Assembly Facility, where several major full scale production efforts in support of the Space Shuttle Program, Space Launch System Program is currently under way.

The MSFC Small Business Marketing Guide was created to introduce small businesses to the MSFC marketplace, and to serve as a valuable marketing resource for small businesses pursuing procurement opportunities at the Center. Guide contains important marketing information that can help businesses understand the MSFC marketplace, and how best to market their product and service offerings to MSFC and MSFC prime contractors. Information contained in the guide includes NASA small business, Team Redstone, and prime contractor contacts, small business technical coordinators, a prime contractor list, and information on how to access procurement information via several acquisition search tools. Also information on special small business programs (e.g., MSFC small and large business councils, marketing tips, and several new outreach initiatives). The MSFC Small Business Marketing Guide is truly a one-stop shop for accessing the MSFC marketplace.

The MSFC Small Business Office staff is available to assist small businesses by offering suggestions on how the guide can best be utilized for marketing purposes. If interested in learning more about the MSFC marketplace, contact the MSFC Small Business Office today at (256) 544-0267. A dedicated staff stands ready to assist you in your marketing endeavors. Also visit the MSFC “Doing Business with MSFC” website at: <http://doingbusiness.msfc.nasa.gov>.



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## 1.0 MSFC at a Glance

Since its establishment in 1960, NASA's Marshall Space Flight Center has used its engineering and scientific expertise to build launch vehicles, spacecraft, and scientific instruments essential for the United States to explore, discover, and understand the universe. Marshall brings vital resources to NASA and the nation for solving the unique challenges of space exploration. Marshall's technical capabilities and engineering skills are essential to the nation's space exploration goal of sending humans beyond Earth and into deep space. Our unique expertise is in large-scale, complex space systems development with a core capability in propulsion. We advance space technologies, spark economic development, and inspire a new generation of explorers.

Our capabilities and experience are essential to nearly every facet of NASA's mission of exploration and discovery: traveling to and through space, living and working in space, and understanding our world and beyond. The unique skills and capabilities found at Marshall are being used to develop and operate engines, vehicles, space systems and science payloads, all core product areas that NASA will use to conduct unprecedented missions of science and discovery throughout our solar system.

### **Spacecraft and Launch Vehicles**

Marshall's capabilities support every stage of spacecraft and launch vehicle development from system design to flight and mission operations. Expert teams at Marshall have developed, tested, and evaluated materials, processes, designs, and systems for International Space Station (ISS) habitation modules, the Hubble and Chandra observatories, and the new heavy-lift, human-rated Space Launch System (SLS). SLS, *the most powerful rocket ever built*, will enable crewed exploration missions beyond Earth's orbit to destinations across the solar system.

### **Propulsion**

Propulsion is the foundation for all space exploration, and Marshall has been a part of every major propulsion development in NASA's history. The Center's expertise in traditional solid and liquid propulsion systems, as well as advanced systems such as solar sails and nuclear propulsion, enable a diverse array of spacecraft and missions for the future of exploration.

Marshall performs research, matures technologies, develops, tests, and sustains propulsion systems for both Earth-to-orbit launch and in-space missions. We provide engineering expertise for all phases of space transportation, including boost, upper stage, and in-space applications. With our suite of propulsion systems capabilities, we are able to address the design, development, and integration of propulsion systems and components ranging from micro-thrusters to systems producing millions of pounds of force.

### **Space Systems**

In addition to developing propulsion systems, Marshall develops large space structures and their supporting in-space systems, from the Lunar Roving vehicle to ISS connecting modules, logistics, life support, and scientific research. Marshall's current space systems research includes in situ resource utilization; radiation measurement, monitoring, and mitigation; spacecraft development, integration, testing, and operation; instrument, large optics, and experiment development.

## Scientific Research

Marshall develops, tests, and manages scientific instruments, experiments, and spacecraft that gather vital information about Earth and space. Marshall's scientific research includes a broad array of earth science, heliophysics, astrophysics, and planetary science investigations. These experiments include missions from the smallest nanosatellites and suborbital sounding rockets to management of Chandra, one of the Great Observatories. With Earth science projects such as SERVIR, Marshall leads the way in timely delivery of science data to those who need it most.

Marshall's team of scientists and engineers provide the skill set necessary for the success of NASA's missions and to expand human exploration deeper into the solar system than ever before.

## 2.0 SMALL BUSINESS PROGRAM CONTACTS

### 2.1 NASA OFFICE OF SMALL BUSINESS PROGRAMS

CONTACT	TITLE	PHONE	E-MAIL
Glenn Delgado	Associate Administrator	202-358-2088	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Richard Mann	Program Manager	202-358-2438	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Charles Williams	Program Manager	202-358-2088	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Truphelia Parker	Program Specialist	202-358-1820	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Lisa Buffaloe	Administrative Assistant	202-358-5213	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Renee Crews	Program Analyst (Contractor)	202-358-2028	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
LaRia Land	Program Analyst (Contractor)	202-358-3989	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Robert Hagstrom	Program Analyst (Contractor)	202-358-7388	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>

The NASA OSBP web site is found at <http://www.osbp.nasa.gov/>

### 2.2 CENTER SMALL BUSINESS SPECIALISTS

NASA CENTER	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Ames Research Center	Christine Munroe	650-604-4695	<a href="mailto:christine.l.munroe@nasa.gov">christine.l.munroe@nasa.gov</a>
Armstrong Flight Research Center	Robert Medina	661-276-3343	<a href="mailto:robert.medina-1@nasa.gov">robert.medina-1@nasa.gov</a>
Glenn Research Center	Eunice Adams-Sipp	216-433-6644	<a href="mailto:eunice.j.adams-sipp@nasa.gov">eunice.j.adams-sipp@nasa.gov</a>
Goddard Space Flight Center	Elizabeth Haase Jennifer Perez Tiera Greene Sholainka Martyn	301-286-3443 301-286-4379 301-286-2167 301-286-4679	<a href="mailto:elizabeth.a.haase@nasa.gov">elizabeth.a.haase@nasa.gov</a> <a href="mailto:jennifer.d.perez@nasa.gov">jennifer.d.perez@nasa.gov</a> <a href="mailto:tiera.m.greene@nasa.gov">tiera.m.greene@nasa.gov</a> <a href="mailto:sholainka.o.martyn@nasa.gov">sholainka.o.martyn@nasa.gov</a>
Jet Propulsion Laboratory	Charles Bray, Jr. Mary Helen Ruiz Matthew Christian Tara Every	818-354-5620 818-354-7532 818-354-2760 818-354-1741	<a href="mailto:charles.e.bray@jpl.nasa.gov">charles.e.bray@jpl.nasa.gov</a> <a href="mailto:maryhelen.ruiz@jpl.nasa.gov">maryhelen.ruiz@jpl.nasa.gov</a> <a href="mailto:matthew.b.christian@jpl.nasa.gov">matthew.b.christian@jpl.nasa.gov</a> <a href="mailto:tara.a.every@jpl.nasa.gov">tara.a.every@jpl.nasa.gov</a>
Johnson Space Center	Richard Slater Rob Watts	281-483-7723 281-244-5811	<a href="mailto:richard.t.slater@nasa.gov">richard.t.slater@nasa.gov</a> <a href="mailto:robert.e.watts@nasa.gov">robert.e.watts@nasa.gov</a>
Kennedy Space Center	Joyce McDowell Natalie Colvin Laurie Boehm Wendy Miller	321-867-3437 321-867-4773 321-867-7353 321-867-4629	<a href="mailto:joyce.c.mcdowell@nasa.gov">joyce.c.mcdowell@nasa.gov</a> <a href="mailto:natalie.b.colvin@nasa.gov">natalie.b.colvin@nasa.gov</a> <a href="mailto:laurie.boehm@nasa.gov">laurie.boehm@nasa.gov</a> <a href="mailto:wendy.s.miller@nasa.gov">wendy.s.miller@nasa.gov</a>
Langley Research Center	Robert Betts	757-864-6074	<a href="mailto:robert.betts@nasa.gov">robert.betts@nasa.gov</a>

<b>NASA CENTER</b>	<b>CONTACT</b>	<b>PHONE NO.:</b>	<b>E-MAIL ADDRESS</b>
Marshall Space Flight Center	David Brock	256-544-0267	david.e.brock@nasa.gov
	Lynn Garrison	256-544-6719	virginia.b.garrison@nasa.gov
	Esther Veras	256-544-8816	esther.veras@nasa.gov
	Cheryl Webb	256-544-6263	cheryl.l.webb@nasa.gov
NASA Management Office	Rick Ellerbe	818-354-2595	chanrick.m.ellerbe@nasa.gov
	Robert Jones	818-354-4862	robert.a.jones@nasa.gov
NASA Shared Services Center	Troy Miller	228-813-6558	troy.e.miller@nasa.gov
Stennis Space Center	Kay Doane	228-813-6062	kay.s.doane@nasa.gov

## 2.3 MSFC SMALL BUSINESS PROGRAM CONTACTS

<b>CONTACT</b>	<b>TITLE</b>	<b>PHONE NO.:</b>	<b>E-MAIL ADDRESS</b>
David Brock	Small Business Specialist	256-544-0267	david.e.brock@nasa.gov
Esther Veras	ARCS Procurement Analyst	256-544-8816	esther.veras@nasa.gov
Cheryl Webb	ARCS Procurement Analyst	256-544-6263	cheryl.l.webb@nasa.gov
Lynn Garrison	SB Technical Advisor	256-544-6719	virginia.b.garrison@nasa.gov
Doug Gerard	SBA Procurement Center Representative	256-544-0681	douglas.w.gerard@sba.gov

The MSFC “Doing Business with MSFC” web site is found at the following link:  
<https://doingbusiness.msfc.nasa.gov/>

The MSFC Small Business Office is located on the Redstone Arsenal in Huntsville, AL, 35812 Building 4200, Room 228B.

Our MSFC Small Business Office e-mail is: [MSFC-SBO@mail.nasa.gov](mailto:MSFC-SBO@mail.nasa.gov).

## 2.4 MSFC SMALL BUSINESS TECHNICAL COORDINATORS

### 2.4.1 INTRODUCTION

Coordinators are appointed by organizational management, concurred in by Center Director, and are strategically located within key organizations at MSFC. Coordinators work closely with the MSFC Small Business Office staff in promoting the goals and objectives of the NASA Small Business Programs across all MSFC organizations.

### 2.4.2 DUTIES

Serve as a NASA/MSFC Small Business Program advocate by ensuring that Organizations are receptive to small business inquiries.
Assess where and what opportunities are likely to occur within MSFC Organizations, and advise small business representatives accordingly.
As appropriate, participate along with SBS in the acquisition planning of new and follow-on requirements to ensure those small businesses receive, to the maximum extent possible, opportunities to participate.
Schedule permitting; participate in selected local small business Matchmaker/Outreach events, and in-house joint counseling sessions.
Serve as advisors to the MSFC Small Business Executive Leadership Team and Marshall Prime Contractors Supplier Council.

### 2.4.3 COORDINATORS LIST

ORGANIZATION	COORDINATOR	PHONE NO.:	E-MAIL ADDRESS
Advanced Concept	ED04/Mark Rogers	256-544-6969	mark.rogers@nasa.gov
Human Exploration Development & Operations Office	HP10/Rajiv Doreswamy HD25/Samantha Harris HP22/Lamar Stacy	256-544-7903 256-544-1866 256-544-2220	rajiv.doreswamy@nasa.gov samantha.s.harris@nasa.gov lamar.stacy@nasa.gov
Materials & Processes Laboratory	EM01/DeWitt Burns	256-544-2529	dewitt.burns@nasa.gov
Michoud Assembly Facility	SF01/Roslin Hicks	256-544-7795	roslin.k.hicks@nasa.gov
Office of Center Operations	AS02/Melvin Scruggs AS02/Mary Poe	256-544-3994 256-544-8220	melvin.l.scruggs@nasa.gov mary.l.poe@nasa.gov
Office of Human Capital	HS02/Irma Burden	256-544-3501	irma.c.burden@nasa.gov
Office of Strategic Analysis & Communications	CS30/Kimberly Keith	256-544-4776	kimberly.l.keith@nasa.gov
Office of the Chief Financial Officer	RS30/Beth Ewing	256-544-0351	beth.w.ewing@nasa.gov
Office of the Chief Information Officer	IS02/Kathy Rice	256-544-2647	kathy.y.rice@nasa.gov
Propulsion Systems Department	ER01/James Cannon	256-544-7072	james.l.cannon@nasa.gov
Safety & Mission Assurance Directorate	QD11/Paul Johnson	256-544-3793	paul.w.johnson@nasa.gov
Science and Technology Office	ST03/Chip Jones	256-544-2701	chip.jones@nasa.gov
Space Launch System Program Office	RS60/Angela Lovelady	256-544-5367	angela.f.lovelady@nasa.gov
Space Systems Department	ES01/Nadra Hatchett	256-544-4641	nadra.t.hatchett@nasa.gov
Spacecraft & Vehicle Systems Department	ED10/Alicia Carroll	256-544-4341	alicia.s.carroll@nasa.gov
Test Laboratory	RS30/Karen McTaggart	256-544-6499	karen.c.mctaggart@nasa.gov

### 2.5 TECHNOLOGY DEVELOPMENT AND TRANSFER CONTACTS AT MSFC

OFFICE	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Small Business Innovation Research (SBIR)/Small Business Technology (STTR) Programs	Gwen Jasper (Lead)	256-544-1666	gwenevere.l.jasper@nasa.gov
	Lynn Garrison (Alternate)	256-544-6719	virginia.b.garrison@nasa.gov
Technology Commercialization and Licensing Manager	Sammy Nabors	256-544-5226	sammy.a.nabors@nasa.gov

## 2.6 NASA CENTER SMALL BUSINESS INNOVATION RESEARCH (SBIR)/SMALL BUSINESS TECHNOLOGY TRANSFER (STTR) MANAGERS

NASA CENTER	SBIR/STTR MANAGERS	PHONE NO.:	E-MAIL ADDRESS
Ames Research Center	Ryszard (Rich) Pisarski (acting)	650-604-0149	ryszard.l.pisarski@nasa.gov
Armstrong Flight Research Center	Bruce Cogan	661-276-2627	bruce.r.cogan@nasa.gov
Glenn Research Center	Matthew Deans	216-433-6585	matthew.c.deans-1@nasa.gov
Goddard Space Flight Center	Joe Famiglietti	301-286-1833	joe.famiglietti@nasa.gov
Jet Propulsion Laboratory	Mark Davidson	818-354-1246	mark.h.davidson@jpl.nasa.gov
Johnson Space Center	Kathryn Packard	281-244-5378	kathryn.b.packard@nasa.gov
Kennedy Space Center	Michael Vinje	321-867-3874	michael.e.vinje@nasa.gov
Langley Research Center	Kim Cannon	757-864-8852	kimberly.a.cannon@nasa.gov
Marshall Space Flight Center	Gwen Jasper Lynn Garrison	256-544-1666 256-544-6719	gwenevere.l.jasper@nasa.gov virginia.b.garrison@nasa.gov
Stennis Space Center	Thomas M. Stanley	228-688-7779	thomas.m.stanley@nasa.gov

## 2.7 TEAM REDSTONE SMALL BUSINESS PROGRAM CONTACTS

### 2.7.1 INTRODUCTION

In addition to MSFC, the Huntsville Government Marketplace also consists of several Army commands located on or near the Redstone Arsenal. Combined, annual Federal Government spending makes it one of the largest Federal Government buying centers in the United States. Small businesses interested in the MSFC marketplace are encouraged to visit each of these commands. Contacts at each location are contained in the table below.

### 2.7.2 CONTACTS

COMMAND	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Army Materiel Command (AMC)	Nancy Small	256-450-7953	nancy.d.small.civ@mail.mil
U.S. Army Aviation & Missile Command (AMCOM)	Christopher Evans (Director)	256-842-6234	christopher.a.evans.civ@mail.mil
	Debra Wood (Asst. Director)	256-876-0921	debra.r.wood2.civ@mail.mil
Defense Logistics Agency (DLA)	Trish Kimble	256-876-1576	patricia.kimble@dla.mil
	Beth Lamothe	256-924-7903	elizabeth.lamothe@dla.mil
U.S. Army Engineering & Support Center Corps of Engineers (USACE)	Rebecca Goodsell	256-895-1385	rebecca.goodsell@usace.army.mil
	Linda Spadaro (Mobile, AL)	251-690-3597	linda.l.spadaro@usace.army.mil
Missile Defense Agency (MDA)	Jerrol Sullivan (Deputy)	256-450-2872	melanie.mccormick.ctr@mda.mil (Melanie McCormick – Sr. Admin. Assistant)
U.S. Army Space and Missile Defense Command (SMDC)	Mary Birdsong (Director)	256-955-3412	mary.a.birdsong.cov@mail.mil
	Austin David Wall		austin.d.wall3.civ@mail.mil

## 2.8 OTHER GOVERNMENT/NON-PROFIT ORGANIZATIONS

### 2.8.1 INTRODUCTION

Small businesses interested in seeking opportunities with other government agencies in Huntsville, and/or small business assistance from professional non-profit organizations are encouraged to reach out to the following contacts and/or visit their websites. Contacts for each organization are contained in the table below.

### 2.8.2 CONTACTS

ORGANIZATION	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Air Force Sustainment Center Small Business	Mary Ann Flinders	801-777-9993	mary.flinders.1@us.af.mil
Alabama A&M Small Business Development Center	Teresa Merriweather Orok, Ph.D.	256-372-5603	teresa.orok@aamu.edu
Alabama Small Business Development Center Network	Jerry Ellison	205-348-1687	jerry.ellison@ua.edu
Association of Procurement Technical Assistant Centers	Becky Peterson	615-268-6644	bpeterson@aptac-us.org
The Catalyst Center for Business & Entrepreneurship (formerly WBCNA)	Joanne Randolph	256-428-8190	joanne.randolph@catalystcenter.org
General Services Administration Federal Acquisition Services	Joe Myers	256-326-0218	joseph.myers@gsa.gov
Huntsville Association of Small Businesses in Advanced Technologies	Allison Rhen	256-890-1855	arhen@mjlm.com
Jacksonville State University Small Business Development Center	Lindsay Frey	256-782-5322	lsfrey@jsu.edu
Score	Dale Smith	347-871-6090	dale.smith@scorevolunteer.org
Small Business Administration – Alabama District Office	Carol Ann House	205-290-7340	carol.house@sba.gov
Tennessee Procurement Technical Assistance Center	Debbie Barber	615-532-8885	debbie.barber@tennessee.edu
University of Alabama Huntsville Procurement Technical Assistant Center	Mary Jane Fleming	256-824-6936	mjf0001@uah.edu
University of Alabama Huntsville Small Business Development Center	Foster Perry	256-824-6880	foster.perry@uah.edu
University of North Alabama Small Business Development Center	Phillip Marks	256-765-4668	pomarks@una.edu
University of Tennessee Procurement Technical Assistance Center	Paul Middlebrooks	423-634-0848	paul.middlebrooks@tennessee.edu
US Army Corps of Engineers	Linda L. Spadaro	251-690-3597	linda.l.spadaro@usace.army.mil
US Department of Energy	Nicola Ohaegbu	202-802-0095	nicola.ohaegbu@hq.doe.gov

### 2.8.3 WEBSITES

ORGANIZATION	WEBSITE
Air Force Sustainment Center Small Business	<a href="http://www.afsc.af.mil/units/sbo/">http://www.afsc.af.mil/units/sbo/</a>
Alabama A&M Small Business Development Center	<a href="http://www.aamu.edu/academics/bpa/centersandprograms/pages/default.aspx">http://www.aamu.edu/academics/bpa/centersandprograms/pages/default.aspx</a>
Association of Procurement Technical Assistant Centers	<a href="http://www.aptac-us.org/">http://www.aptac-us.org/</a>

<b>ORGANIZATION</b>	<b>WEBSITE</b>
The Catalyst Center for Business & Entrepreneurship	<a href="http://catalystcenter.org/">http://catalystcenter.org/</a>
General Services Administration Federal Acquisition Services	<a href="http://www.gsa.gov/portal/content/105080">http://www.gsa.gov/portal/content/105080</a>
Huntsville Association of Small Businesses in Advanced Technologies	<a href="http://www.hasbat.org/">http://www.hasbat.org/</a>
Huntsville Chamber of Commerce	<a href="http://www.hsvchamber.org/">http://www.hsvchamber.org/</a>
Jackson State University Small Business Development Center	<a href="http://www.jsu.edu/development/sbdc/">http://www.jsu.edu/development/sbdc/</a>
Score	<a href="http://www.score.org">www.score.org</a>
Small Business Administration – Alabama District Office	<a href="https://www.sba.gov/offices/district/al/birmingham">https://www.sba.gov/offices/district/al/birmingham</a>
TechRich	<a href="http://techrich.org/">http://techrich.org/</a>
Tennessee Procurement Technical Assistance Center	<a href="https://cis.tennessee.edu/connecting/ptac/Pages/default.aspx">https://cis.tennessee.edu/connecting/ptac/Pages/default.aspx</a>
University of Alabama Huntsville Procurement Technical Assistant Center	<a href="http://www.uah.edu/sbdc/ptac/about">http://www.uah.edu/sbdc/ptac/about</a>
University of Alabama Huntsville Small Business Development Center	<a href="http://www.uah.edu/sbdc">http://www.uah.edu/sbdc</a>
University of North Alabama Small Business Development Center	<a href="http://sbdc.una.edu/">http://sbdc.una.edu/</a>
University of Tennessee Procurement Technical Assistance Center	<a href="https://cis.tennessee.edu/connecting/ptac/Pages/default.aspx">https://cis.tennessee.edu/connecting/ptac/Pages/default.aspx</a>
US Army Corps of Engineers	<a href="http://www.usace.army.mil/">http://www.usace.army.mil/</a>
US Department of Energy	<a href="http://www.energy.gov/">http://www.energy.gov/</a>

### **3.0 MSFC PRIME CONTRACTORS**

#### **3.1 INTRODUCTION**

The MSFC Prime Contractor List serves as an invaluable marketing resource to businesses interested in pursuing subcontracting opportunities with MSFC major small and large business prime contractors. Contractors identified on this list provide work in support of MSFC programs and projects. Maximizing utilization of the contacts at each prime contractor location will enhance a business' effectiveness in marketing for subcontracting opportunities at MSFC.

#### **3.2 PRIME CONTRACTOR LIST**

##### **3.2.1 Accura Rosser 8(a) JV, LLC Marshall Space Flight Center, AL**

Contact:

Prashanthi Reddy

[preddy@accura.com](mailto:preddy@accura.com)

404-241-8722

ext. 6027

Contract:

NNM17AA04C: MSFC Facilities Engineering Design and Inspection Services (FEDIS)

3.2.2 Aerie Aerospace, LLC  
Marshall Space Flight Center, AL

Primary Contact:

Cliff Plaxco                                      cliff.plaxco@nasa.gov                                      256-544-8909

Alt. Contacts:

Chris McCain                                      christopher.m.mccain@nasa.gov                                      256-808-4100

Kenny Frame                                      kframe@ERC-Incorporated.com                                      256-430-3080

Contract:

NNM15AA19C: Marshall Engineering Technician and Trades Support Services

3.2.3 Aerojet Rocketdyne  
Canoga Park, CA

Contact:

Georgina (Gina) Gastelum                      georgina.gastelum@rocket.com                                      818-586-2361

Contracts:

NNM06AB13C: Space Launch System (SLS) Engine

NNM16AA02C: Space Launch System (SLS) Engine RS-25 Restart

NNM16AA12C: Space Launch System (SLS) Upper Stage Engine (RL-10)

3.2.4 Aetos Systems  
Marshall Space Flight Center, AL

Contacts:

Joan Muhammad (OHC)                      joan.w.muhammad@nasa.gov                                      256-544-6714

Marty Sellers (UCS)                              marty.sellers@aetosystems.com                                      256-682-6734

Contracts:

NNM14AA15C: Office of Human Capital Support Services (OHC)

NNM16AA27C: Utility Control Systems (UCS)

3.2.5 All Points Logistics, LLC  
Marshall Space Flight Center, AL

Contacts:

John Hall    jhall@allpointslc.com    256-566-3026

Lea Cahoon    lcahoon@allpointslc.com

Contract:

NNM16AA01C: MSFC Information Technology Services (MITS) II



3.2.6 Al-Razaq Computing Services  
Marshall Space Flight Center, AL

Contact:  
Langston Hunter                      langston.hunter@nasa.gov                      256-544-2133

Contract:  
NNM11AA30C: Acquisition and Business Support Services

3.2.7 Analytical Services, Inc.  
Marshall Space Flight Center, AL

Contact:  
  
Dan Fox                                      daniel.e.fox@nasa.gov                                      256-544-7598  
Tim Breeyear                                      tbreeyear@asrcfederal.com                                      256-562-2164

Contract:  
80MSFC19A0001: Office of Strategic Analysis & Communication Support Services

3.2.8 AQuate Corporation  
Marshall Space Flight Center, AL

Contact:  
Deveda Hunter                                      dhunter@aquate2.net                                      256-837-1774 ext.133

Contract:  
NNM13AA21C: Custodial and Refuse Collection Services

3.2.9 Bastion Technologies  
Marshall Space Flight Center, AL

Contact:  
Andrew (Andy) Hernandez                      ahernandez@bastiontechnologies.com                      281-283-9343  
Kim Whitson                                      kwhitson@bastiontechnologies.com                      256-585-5150  
Shawna Neumann                                      sneumann@bastiontechnologies.com                      281-283-9385

Contract:  
80MSFC18C0005: Safety and Mission Assurance Support Services

3.2.10 Cepeda Systems & Software Analysis, Inc.  
Marshall Space Flight Center, AL

Contact:  
Pat Benson                              patricia.a.benson@nasa.gov                              256-544-3780

Contract:  
NNM14AA07C: Engineering Support

3.2.11 CH2M  
Dallas Fort Worth, TX

Contact:  
Kenneth McClain                              kenneth.mcclain@ch2m.com                              972-663-2261

Contracts:  
NNM10AA17C: Architect-Engineer Services for Environmental Engineering  
80MSFC18D0003: Architect-Engineer Services for Santa Susana Field Lab

3.2.12 COLSA Corporation  
Marshall Space Flight Center, AL

Contact:  
Phillip Hodges                              pwhodges@colsa.com                              256-964-5339

Contract:  
NNM17AA12C: Huntsville Operations Support Center Services

3.2.13 Dynetics, Inc.  
Huntsville, AL

Contact:  
Jennifer Delaney                              jennifer.delaney@dynetics.com                              256-964-4970

Contract:  
NNM12AA67C: SLS Advanced Booster Engineering Demonstration & Risk Reduction

3.2.14 Hanks, Hanks and Associates, LLC (HHA)  
Marshall Space Flight Center, AL

Contacts:  
Tom Randolph                              tom.a.randolph@nasa.gov                              256-544-8088  
Kesia Kimbrough                              kesia.s.kimbrough@nasa.gov                              256-544-0019

Contract:  
NNM16AA10C: Center-Wide Administrative Support Services

3.2.15 HCI Management Services (HCIMS)  
Marshall Space Flight Center, AL

Contact:  
Kevin Irvine                                      kirvine@allnativegroup.com                                      256-971-9872

Contract:  
NNM16AA17C: MSFC Grounds & Maintenance Services

3.2.16 HPM Corporation  
Marshall Space Flight Center, AL

Contact:  
Erica Ramos    eramos@hpmcorporation.com    509-737-8939

Contract:  
NNM13AA80C: Environmental Engineering & Occupational Health Support Services

3.2.17 IHS Global, Inc.  
Englewood, CO

Contact:  
Chuck Austin    chuck.austin@ihsmarkit.com    256-808-9406

Contract:  
NNM16AA13C: NASA Integrated Technical Standards System (ITSS)

3.2.18 Jacobs  
Marshall Space Flight Center, AL

Contact:  
JoAnn Belt    joann.v.belt@nasa.gov    256-961-1769

Contract:  
80MSFC18C0011: Engineering Services and Science Capability Augmentation (ESSCA)

3.2.19 Johns Hopkins University, The Applied Physics Laboratory  
Columbia, MD

Contact:  
Orlando Stevenson                                      orlando.stevenson@jhuapl.edu                                      240-228-6389 (Office)  
240-636-1242 (Mobile)

Contract:  
NNM15AA02C: JANNAF Support

3.2.20 KBRWyle  
Houston, TX

Contacts:

Jamie Schagene	jamie.schagene@wyle.com	256-544-5744
William Frink, Jr.	bill.frink@wyle.com	256-922-6926

Contract:

NNM13AA36C: Engineered Solutions & Prototyping

3.2.21 KS Ware & Associates, L.L.C  
Nashville, TN

Contact:

Julie Oliphant	joliphant@kswarellc.com	615-255-9702
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Contract:

NNM17AA11C: Architect-Engineer Services for Environmental Compliance and Restoration

3.2.22 L&M Technologies, Inc.  
Huntsville, AL

Contacts:

Jim Spanier	james.r.spanier@nasa.gov	256-544-8073
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Contract:

80MSFC18A0001: Marshall Logistics Support Services

3.2.23 Leidos  
Huntsville, AL

Contact:

Nathan Apodaca	nathan.m.apodaca@leidos.com	256-961-3301
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Contract:

80NSSC19D0001: NASA End-user Services & Technologies

3.2.24 Lockheed Martin Corporation  
Huntsville, AL

Contact:

Patty Pierson	patricia.a.pierson@lmco.com	720-563-2060
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Contract:

NNM07AA01C: Focal Plane Solar B Phase E

3.2.25 MTS  
Huntsville, AL

Contact:  
Tracy Lamm                                 tracy.lamm@MTS-USA.com                                 256-890-9090

Task Orders:  
NNM13AA65T: MIPSS Program Planning & Control  
NNM13AA67T: MIPSS Project Coordination  
NNM14AA02T: MIPSS Subject Matter Expertise

3.2.26 Northrop Grumman Innovation Systems (Formerly: Orbital ATK Aerospace Systems)  
Promontory, UT

Contact:  
Jenifer Scoffield                                 jenifer.scoffield@NGC.com                                 435-863-2017

Contract:  
NNM07AA75C: SLS Advanced Booster

3.2.27 Orbital Sciences Corporation – Space Systems Group (wholly-owned subsidiary of Orbital/ATK)  
Langley, Virginia

Contact:  
Kristen Collins                                 kristen.collins@orbitalATKc.com                                 703-406-5796

Contract:  
NNM16AA21C: Commercial Infrastructure for Robotic Assembly and Services (CIRAS)

3.2.28 Radiance Technology  
Huntsville, AL

Contact:  
David Diaddario                                 ddiaddario@radiancetech.com                                 256-325-7859

Contract:  
NNM13AA34C: Engineering Solutions & Prototyping

3.2.29 SAIC  
Marshall Space Flight Center, AL

NASA Programs :

Bruce Emerson (Primary)	bruce.g.emerson@saic.com	256-319-4769
Kerry Webb (Secondary)	kerry.p.webb@saic.com	256-961-1483

Contracts:

NNM11AA04C: NASA Integrated Communication Services (NICS)  
NNX16MB01C: NASA Enterprise Application Services Technology (EAST 2)

3.2.30 Security Walls, LLC  
Marshall Space Flight Center, AL

Contact:

Juanita Walls	jwalls@securitywalls.net	865-546-2474
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Contract:

NNM17AA25C: Protective Services at MAF and MSFC

3.2.31 Smithsonian Astrophysical Observatory  
Cambridge, MA

Contact:

Joseph Lendall	jlendall@cfa.harvard.edu	617-495-7401
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Contracts:

NAS8-03060: Operations & Science Support of the Chandra Science Center  
NNM07AB07C: HINODE Solar B Telescope

3.2.32 Southern Research Institute  
Birmingham, AL

Contact:

Kimberly Terry	kterry@southernresearch.org	205-581-2790
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Contract:

NNM14AA01B: Testing & Analysis of Propulsion System Materials

3.2.33 Southwest Research Institute  
San Antonio, TX

Contact:  
Eva Carpenter                                      eva.carpenter@swri.org                                      210-522-2237

Contracts:  
NNM06AA75C: JUNO Mission Phase B  
NASW-02008: New Horizon—Pluto Mission Phase B  
NASW00003: ASPERA-3 Project Electron Spectrometer for Mars Express Mission  
NNM13AA38C: JUICE Ultraviolet Spectrograph

3.2.34 Syncom Space Services, LLC (S3)  
Stennis Space Center, MS

Contact:  
Tina Schultz                                      tina.g.schultz@nasa.gov                                      228-688-2095

Contract:  
NNS15AA01C: Synergy Achieving Consolidated Operations and Maintenance (SACOM)

3.2.35 Teledyne Brown Engineering  
Huntsville, AL

Contact:  
Debbie Batson                                      debbie.batson@tbe.com                                      256-726-1393

Contracts:  
NNM13AA29C: Mission Operations & Integration  
NNM13AA35C: Engineered Solutions & Prototyping

3.2.36 The Boeing Company  
Huntsville, AL

Contact:  
Diane Sterling                                      diane.f.sterling@boeing.com                                      256-542-7234

Contracts:  
NNM07AB03C: SLS Stages  
NNM12AA82C: SLS Interim Cryogenic Propulsion Stage  
NNM15AA03C: Santa Susana Field Laboratory Electrical Services and Contingency Items

3.2.37 University of Arizona  
Tuscan, AZ

Contact:  
Elizabeth Lopez                      beth@email.arizona.edu                      520-621-2888

Contract:  
NNM10AA11C: OSIRIS-REX Asteroid Sample Return Mission

3.2.38 URS Federal Services, Inc. - an AECOM Company  
Marshall Space Flight Center, AL

Contact:  
Jill Curtis                              amanda.j.curtis@nasa.gov                      256-544-7991

Contract:  
80MSFC17C0007: Facilities and Operation Maintenance Support Services

3.2.39 Victory Solutions, Inc.  
Huntsville, AL

Contact:  
Pete Rodriguez                      pete.rodriguez@v-s-inc.com                      256-895-2867

Task Orders:  
NNM13AA64T: MIPSS Cost Estimation & Analysis  
NNM13AA66T: MIPSS Configuration & Data Management

## **4.0 MSFC REPETITIVE REQUIREMENTS**

### **4.1 INTRODUCTION**

The MSFC repetitive requirements list contains a list of recurring requirements. Information contained herein can be utilized to assist businesses interested in tracking upcoming acquisitions, and can serve as an invaluable resource to businesses pursuing procurement opportunities at MSFC. Requirements appearing on this list are listed chronologically by period of performance (POP) expiration date.

### **4.2 REPETITIVE REQUIREMENTS LIST**

Note: NAICS codes listed for each requirement were utilized in previous competitions, and are subject to change from competition to competition. Likewise, competitions may also change based on results of market research.



POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTEN. VALUE	PREVIOUS COMP.
*08/05/2019	Cepeda Systems & Software Analysis, Inc.	NNM14AA07C	Engineering Support	541330	\$9.3M	8(a) Sole Source
08/22/2019	AQuate Corporation	NNM13AA21C	Custodial & Refuse Collection Services	561720	\$27M	8(a) Sole Source
*09/30/2019	Al Razaq Computing Services	NNM11AA30C	Acquisition and Business Support Services	561210	\$99M	SB Set-Aside
11/30/2019	Aetos Systems	NNM14AA15C	Human Capital Support	541990	\$26M	8(a) Competition
*12/31/2019	Analytical Services, Inc.	NNM12AA53C	Strategic Analysis & Communication Services	541712	\$57M	GSA SB Reserve
*12/31/2019	Aetos Systems	NNM16AA27C	Utility Control Systems	561210	\$8M	8(a) Sole Source
03/31/2021	IHS Global, Inc.	NNM16AA13C	NASA Integrated Technical Standard Systems	518210	\$8M	Full & Open
09/30/2021	Aerie Aerospace, LLC	NNM15AA19C	Marshall Engineering Technician & Trade Support Services	541712	\$293M	8(a) Competition
06/30/2021	Hanks, Hanks, & Associates, LLC	NNM16AA10C	Center-Wide Administrative Support Services	541611	\$28M	8(a) Competition
08/31/2021	HCI Management Services	NNM16AA17C	MSFC Grounds & Maintenance Services	561730	\$11M	8(a) HUBZone Sole Source
10/31/2021	All Points Logistics, LLC	NNM16AA01C	MSFC Information Technology Services II	541513	\$194M	SDVO SB Set-Aside
03/31/2022	Accura Rosser 8(a) JV, LLC	NNM17AA04C	MSFC Facilities Engineering Design & Inspection Services	541330	\$40M	8(a) Competition
04/30/2022	Security Walls, LLC	NNM17AA25C	Protective Services at MAF and MSFC	561612	\$47M	SB Set-Aside
09/30/2022	KS Ware	NNM17AA11C	A&E Services for Environmental Compliance & Restoration	541330	\$27M	SB Set-Aside
11/30/2022	CH2M	80MSFC18D0003	A&E for Environmental Engineering	541330	\$42M	Full & Open

<b>POP EXPIRES</b>	<b>INCUMBENT</b>	<b>CONTRACT</b>	<b>TITLE</b>	<b>NAICS CODE</b>	<b>POTEN. VALUE</b>	<b>PREVIOUS COMP.</b>
07/23/2023	Acuity Edge	80MSFC18C0040	Technology Commercialization and Licensing Support	541990	\$1.8M	8(a) Sole Source
09/30/2024	InoMedic Health Applications, Inc.	80MSFC19C0022	Occupational Health Services	561210	\$14M	SB Set-Aside
06/30/2025	URS Federal Services, Inc.	80MSFC17C0007	Facilities & Operation Maintenance Support Services	561210	\$446M	Full & Open
10/31/2025	Bastion Technologies	80MSFC18C0005	Safety & Mission Assurance Support Services	541712	\$267M	SB Set-Aside
11/30/2025	Jacobs	80MSFC18C0011	Engineering Services and Science Capability Augmentation	541712	\$1,205M	Full & Open
08/31/2026	L&M Technologies, Inc.	80MSFC18A0001	Marshall Logistics Support Services	561210	\$98M	GSA Logworld SB Set-Aside

\*Either in or nearing competition

## **5.0 FREEDOM OF INFORMATION ACT**

### **5.1 INTRODUCTION**

The Freedom of Information Act (FOIA) was enacted in 1966, Title 5 U.S.C. Section 552, and established for the first time an effective statutory right of access to government information.

### **5.2 TYPES OF CONTRACTING DOCUMENTS AVAILABLE UNDER FOIA**

- Previous requests for information
- Source selection statements
- Statements of Work/Performance Work Statements
- Basic contracts and modifications to contracts
- Award fee and determination letters (if applicable)

### **5.3 DOCUMENTS EXEMPT FROM RELEASE**

- Winning proposals
- Proprietary information
- 533 financial documents

## 5.4 HOW TO REQUEST INFORMATION

Request must be in writing

(Email preferred)

<https://socialforms.nasa.gov/foia>

Agency FOIA contact

Nikki N. Gramian  
Principal Agency FOIA Officer  
Chief, NASA FOIA Public Liaison Officer  
(202) 358-0625

MSFC FOIA contact:

Robert Young  
MSFC FOIA Public Liaison Officer  
NASA Headquarters  
MS 5-L19, 300 E Street, SW  
Washington, DC 20546  
(202) 358-1030  
[hq-foia@nasa.gov](mailto:hq-foia@nasa.gov)

## 6.0 TOP NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODES UTILIZED AT MSFC

North American Industry Classification System (NAICS) codes and corresponding size standards are assigned for each item or service acquired by the Federal Government for the purpose of establishing competition parameters when setting aside acquisitions for small business participation, and for determining business classifications for all business types competing in full and open competitions. The table below contains a list of the top NAICS codes utilized at MSFC.

CODE	TITLE	STANDARD
236220	Commercial and Institutional Building Construction	\$ 36.5 M
541330	Engineering Services	Multiple options
541715	Research & Development in the Physical, Engineering, and Life Sciences	1250 Employees
561210	Facility Support Services	\$ 38.5 M
561612	Security Guards and Patrol Services	\$ 20.5M
561720	Janitorial Services	\$ 18.0 M
561730	Landscaping Services	\$ 7.5 M
541513	Computer Facilities Management Services	\$ 27.5M
541611	Administrative Management and General Management Consulting Services	\$ 15.0M
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	1,250 Employees
336414	Guided Missile and Space Vehicle Manufacturing	1,250 Employees

## **7.0 ACQUISITION SEARCH TOOLS**

### **7.1 ACQUISITION PLANNING TOOL**

For businesses interested in learning more about MSFC acquisitions, the Acquisition Planning Tool (APT) is a marketing resource that can help. The information contained therein can save businesses valuable marketing time when pursuing specific requirements at MSFC. Knowing when acquisitions will be competed, the type competition to be utilized, etc. can be extremely beneficial. Strategic planning is a critical key to success for any business, and the APT is a tool that can provide valuable information to businesses pursuing upcoming acquisitions at MSFC. The APT portal is found at the following link:

<https://doingbusiness.msfc.nasa.gov/apt/external>

### **7.2 ACQUISITION FORECAST TOOL**

The Acquisition Forecast Tool (AFT) is available at the MSFC “Doing Business at MSFC” web site. Businesses interested in learning about upcoming acquisitions at each NASA Center can utilize this new navigation tool to access forecasted acquisitions Agency wide or by Center. The new AFT portal can be accessed directly at the following link:

<http://www.hq.nasa.gov/office/procurement/forecast/>

### **7.3 NASA OFFICE OF SMALL BUSINESS (OSBP) MOBILE APPLICATION**

The OSBP Mobile app is designed to help provide active contract listings and requests for proposals, network with Small Business Specialists at each NASA location, explore the latest agency prime metrics data and inform you of the latest small business news and events. The OSBP app supports all devices running iOS 9 and above (iPhones, iPads, and iPod Touches).

This app is available for download at the iTunes App Store:

<https://itunes.apple.com/us/app/nasa-office-small-business/id1147705250?mt=8>

## **8.0 VENDOR REGISTRATION**

### **8.1 NASA VENDOR DATABASE**

The NASA vendor data base was created to track all vendors interested in doing business with NASA.

To register, go to the following web site: [http://osbp.nasa.gov/vendor\\_database.html](http://osbp.nasa.gov/vendor_database.html)

## 8.2 MSFC SMALL BUSINESS WEB-BASED DIRECTORY

### 8.2.1 BACKGROUND

The MSFC web-based directories contain profiles on small businesses having an interest in the MSFC marketplace. Information contained therein is utilized to perform market research, for developing source lists, etc. Small businesses interested in having their capabilities listed should contact the Small Business Office at 256-544-0267 to request an application. Link to directory is: <https://doingbusiness.msfc.nasa.gov/sbd/search>

## 9.0 NASA MENTOR PROTÉGÉ PROGRAM

### 9.1 INTRODUCTION

The NASA Mentor-Protégé Program encourages NASA prime contractors to assist eligible protégés, thereby enhancing the protégés' capabilities to perform NASA contracts and subcontracts, fostering the establishment of long-term business relationships between these entities and NASA prime contractors, and increasing the overall number of these entities that receive NASA contract and subcontract awards.

### 9.2 NASA APPROVED MENTORS

NASA APPROVED MENTOR	POINT OF CONTACT	PHONE NUMBER
AECOM Technical Services, Inc.	Tom Horan	650-604-0974
Aerojet Rocketdyne	Georgina (Gina) Gastelum	818-586-2361
Assurance Technology Corporation	Michael Renfroe	978-369-8848
Booz Allen Hamilton	Victoria Vo	703-902-3187
CH2M	Willie Franklin III	720-286-2274
General Dynamics C4 Systems	Stephanie Poppe	480-441-7255
Hamilton Sundstrand Space Systems, Inc.	Richard Kaufman	860-654-4002
Honeywell Technology Solutions, Inc.	Deborah Harman	410-964-7233
ITT Corporation Systems Division	Lynn Rhamy	719-637-4508
ITT Information Systems	Diana Choffy	719-599-1756
Jacobs Technology, Inc.	Karen Dahlman	281-461-5224
Jet Propulsion Laboratory	Stuart Imai	818-354-2070
L-3 Communications Logistics Solutions	Curtis Newton	661-276-2602
Lockheed Martin Corporation	Susannah Raheb	407-306-2010
Millennium Engineering and Integration Company	Daniel Deans	703-413-7740
Northrop Grumman Corporation	Tizoc Loza	703-875-8327
Orbital ATK Flight Systems Group	Jenifer Scoffield	435-863-2017
Parsons Infrastructure & Technology Group, Inc.	Gloria Koch	808-748-7574
QinetiQ North America, Inc.	Faith Magne	571-521-7606
Raytheon Company	Crystal King	571-250-3725
SAIC	Liz Tomka	703-677-2910
Sierra Nevada Corporation	Velinda Highfill	775-849-6507
SGT, Inc.	Hekima Qualls	301-464-7263
TASC, Inc.	Daphne Hill	703-449-3954
Teledyne Brown Engineering	Debbie Batson	256-726-1393
Tetra Tech NUS	Ed Sussenguth	510-302-6333
The Boeing Company	Adriana Ocampo	786-265-4706

<b>NASA APPROVED MENTOR</b>	<b>POINT OF CONTACT</b>	<b>PHONE NUMBER</b>
TYBRIN Corporation	Michael Reid	661-276-2009
Unisys Corporation	Kevin Wilke	703-867-2576
URS Federal Services, Inc., an AECOM Company	Amanda Curtis	256-544-7991
UTC Aerospace Systems	Mary Ann Grant	281-333-8708
Wackenhut Services Incorporated	Mike Golden	865-271-7671
Wyle Laboratories, Inc.	Helen Lawley	281-212-1354

### 9.3 MSFC PAST AND CURRENT MENTOR PROTÉGÉ AGREEMENTS

<b>MENTOR</b>	<b>PROTÉGÉ</b>	<b>PROTÉGÉ CLASSIFICATION</b>	<b>CONTRACT</b>	<b>AGREEMENT LENGTH</b>
Aerojet Rocketdyne	ICO RALLY	HUBZone, WOSB	NNM16AA02C	36 Months
ATK Aerospace	Florida A&M	HBCU	NNM07AA75C	9 Months
ATK Aerospace	Lansmont Corporation	SDVO SB	NNM07AA75C	18 Months
CH2M	Alcyon, Inc.	SDB	NNM12AA05C	4.5 Months
Jacobs	CRM Solutions, Inc.	HUBZone, WOSB	NNM12AA41C	30.5 Months
Jacobs	Linc Research, Inc.	HUBZone	NNM12AA41C	24 Months
Jacobs	Tuskegee University	HBCU	NNM05AA50C	36 Months
Pratt & Whitney Rocketdyne	Alabama A&M	HBCU	NNM06AB13C	24 Months
Pratt & Whitney Rocketdyne	Avans Machine	HUBZone	NNM06AB13C	24 Months
SAIC	Oakwood University	HBCU	NNM04AA02C	36 Months
Teledyne Brown Engineering	Alabama State University	HBCU	NNM12AA29C	12 Months
Teledyne Brown Engineering	MartinFederal Consulting	SDVO SB	NNM13AA29C	12 Months
Teledyne Brown Engineering	University of Nevada Las Vegas	MI	NNM12AA29C	12 Months
The Boeing Co.	AMRO Fabricating Corp.	WOSB	NNM07AB03C	36 Months
The Boeing Co.	Orion Propulsion	SBIR Phase II	Ares Production	18 Months
URS Federal Services, Inc., An AECOM Company	Seabrook Solutions, LLC.	Native American, EDWOSB	NNM08AA54C	25 Months

## 10.0 MARSHALL PRIME CONTRACTORS SUPPLIER COUNCIL

### 10.1 INTRODUCTION

The Marshall Prime Contractors Supplier Council (MPCSC) was established in January 2003. The council is comprised of more than 100 members representing approximately 51 large businesses/nonprofit entities. It meets on a bi-monthly basis, and conducts several three day off-site meetings each fiscal year.

## 10.2 VISION AND MISSION STATEMENTS

### MPCSC Vision Statement:

The Marshall Prime Contractors Supplier Council supports the objectives of the National Aeronautics & Space Administration (NASA) Office of Small Business Programs by creating an environment that promotes best practices among MSFC prime contractors, ultimately strengthening the industrial base, promoting diversity and enhancing aerospace research and development.

### MPCSC Mission Statement:

The Marshall Prime Contractors Supplier Council's mission is to strengthen supplier diversity across all NASA prime contracts with maximum subcontracting opportunities. The council shares lessons learned, best practices and supplier resources among all council members through regularly scheduled meetings and participation at networking and outreach events.

## 10.3 2017/2018 OFFICERS

Chair	JoAnn Belt - Jacobs
Vice Chair	Jerrilynn Huffman – URS Federal Services, Inc.
Secretary	Kathryn Haney – United Launch Alliance
Events Coordinator	Debbie Batson – Teledyne Brown Engineering

## 10.4 COUNCIL MEMBERS

MEMBER COMPANY	MEMBER NAME	CITY/STATE	E-MAIL ADDRESS
Accenture	Brian Bear	Baltimore, MD	brian.bear@accenturefederal.com
Accenture	Gwen Cavallo	Huntsville, AL	gwyn.cavallo@accenturefederal.com
Accenture	Jenny Close	Arlington, VA	jennifer.close@accenturefederal.com
Accenture	Michael Moore	Huntsville, AL	michael.moore@accenture.com
Aerojet Rocketdyne	Aileen Yates	Huntsville, AL	aileen.yates@rocket.com
Aerojet Rocketdyne	Carla Bossard	Huntsville, AL	carla.bossard@rocket.com
Aerojet Rocketdyne	Elliot Bostick	Simi Valley, CA	elliot.bostick@rocket.com
Aerojet Rocketdyne	Gina Gastelum	Sacramento, CA	gina.gastelum@rocket.com
ATIMetals	Jonathan Beckham		jonathan.beckham@atimetals.com
ATIMetals	Shelby Mounts	Arlington, VA	shelby.mounts@atimetals.com
Auburn Univ. Huntsville Research Center	Mike Ogles	Huntsville, AL	mike.ogles@auburn.edu
Auburn Univ. Huntsville Research Center	Rodney Robertson	Huntsville, AL	rlrobert@auburn.edu
Auburn Univ. Huntsville Research Center	Vicki Kretzschmar	Huntsville, AL	vrk0002@auburn.edu
BAE Systems	Diane Dempsey	Herndon, VA	diane.dempsey@baesystems.com
Ball Aerospace and Technologies	Bradley Ebner	Boulder, CO	bebner@ball.com
Ball Aerospace and Technologies	Pam Byrd	Boulder, CO	pbyrd@ball.com

<b>MEMBER COMPANY</b>	<b>MEMBER NAME</b>	<b>CITY/STATE</b>	<b>E-MAIL ADDRESS</b>
Battelle	Greg Sisk	Huntsville, AL	siskg@battelle.org
BRPH	Josh Meharg	Huntsville, AL	jmeaharg@bhrp.com
BWXT	David Schueler		david.schueler@bwsc.net
BWXT	Gene Goldman	Huntsville, AL	gagoldman@bwxt.com
BWXT	Jason Lowe	Huntsville, AL	jason.lowe@bwsc.net
CACI	Nancy Peters	Washington, DC	npeters@caci.com
CACI	Russell Aldrich	Huntsville, AL	raldrich@caci.com
CACI	Stan Newberry	Huntsville, AL	snewberry@caci.com
Cal Tech	Charles Bray, Jr.	Pasadena, CA	charles.e.bray@jpl.nasa.gov
Camber Corporation	John Brooks	Huntsville, AL	jbrooks@camber.com
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CDW-G	Randy Harris	Alexandria, VA	randy.harris@cdwg.com
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## 10.5 MARKETING TO A PRIME CONTRACTOR, A PRESENTATION DEVELOPED BY THE MPCSC

Pre-Marketing Suggestions

Know the Company you are targeting

- ▶ Understand their customers

### Be Prepared:

- To discuss your customers (Last 3-5 years)
- Be time sensitive
- Provide capabilities statement (1-2 pages)
- ▶ Register with Dunn & Bradstreet (D&B) – System for Award Management (SAM) and NASA Vendor Database and keep up-to-date

### Marketing Introduction

#### Keep the meeting brief

- ▶ Know your audience
- ▶ Highlight your niche
- ▶ Present pertinent past performance
- ▶ Identify specific program(s) where you would like to be considered

#### Will a nondisclosure agreement be required?

- ▶ Request next point of contact Meeting with Prime Contractor Decision Makers

#### Provide a concise overview of your business and who referred you

- ▶ Be time sensitive
- ▶ Be prepared to discuss:
  - Pertinent past performance
  - Unique capabilities (top differentiators)
  - Specific programs or areas of interest
  - Quality Standards /Certification(s)
- ▶ Develop strategic alliance:
  - Understand the communication preference

#### Responding to a Customer

- ▶ Work honestly & ethically
- ▶ Develop a dialog
- ▶ Respond to all requests in a timely manner
- ▶ Talk to buyer/decision maker – don't assume details...You have one opportunity to make a first impression
- ▶ No bid response is unacceptable...Always respond & explain

### Responding to Specific RFP's

- ▶ Research the solicitation prior to its release... Watch for the draft or work from agency forecasts
- ▶ Send letter of interest to Small Business Liaison Officer (SBLO) prior to the solicitation release
- ▶ Know how you can add value to the team:
  - Don't rely on the SB Classifications
  - Focus on value added and be flexible to change
  - Relate your past performance or strengths for Statement of Work (SOW)
- ▶ Know who the decision makers are
- ▶ Validate your data
- ▶ Be ready to respond quickly & thoroughly to the proposal data request

### Resource Websites:

- ▶ MSFC Small Business Office at <https://doingbusiness.msfc.nasa.gov/>
- ▶ Email Notification of NASA Solicitations at <http://www.hq.nasa.gov/office/procurement/forecast/>
- ▶ Fed Biz Opps at <https://www.fedbizopps.gov/>
- ▶ NASA Office of Small Business Program at <http://osbp.nasa.gov/>
- ▶ NASA Vendor Database at <https://vendors.nvdb.nasa.gov/>
  - Subcontracting Opportunities (SUB-NET) at <http://web.sba.gov/subnet>
  - System for Award Management at: <https://www.sam.gov/SAM/>
    - Procurement Technical Assistance Centers at:  
<http://www.sba.gov/content/procurement-technical-assistance-centers-ptacs>

### Desirable Subcontracting Attributes

1. Ability to work as a Team
2. Customer Focused
3. Provide reasonable cost (Affordability)
4. Maintain good safety record
5. Have relevant experience/past performance
6. Reliable / Responsive / Flexible

7. Committed to quality
8. Financially responsible
9. Patient with the Prime & Customer

Final Steps:

- ▶ Have a plan; early development is a plus
- ▶ Be innovative and creative
- ▶ Know your new potential customer and show you have done your research
- ▶ Work through the SBLO or other designated point of contact
- ▶ Be ready to reply on short notice
- ▶ Market – Increase your company’s visibility
- ▶ Network

## **11.0 SMALL BUSINESS EXECUTIVE LEADERSHIP TEAM**

### **11.1 INTRODUCTION**

Initiated the creation of the Small Business Executive Leadership Team (SBELT) in February 2007. Team is comprised of small businesses having direct contracts at MSFC, excluding SBIR and construction contracts. Team consists of approximately 92 members representing 52 small business contractors. Team conducts bi-monthly meetings, and assists the MSFC Small Business Specialist in the planning and coordination of Marshall Small Business Alliance outreach events and quarterly Joint Counseling Sessions.

### **11.2 VISION AND MISSION STATEMENTS**

#### Vision Statement

To inspire local and regional Small Businesses to: play a vital role in the future of space exploration, and specifically develop services, technologies, and manufacturing in support of the Marshall Space Flight Center mission.

#### Mission Statement

To represent, protect, and grow the interests of Small Business in the Marshall Space Flight Center

### 11.3 2018/2019 OFFICERS

Chair Curtis Taylor – Linc Research  
 Vice Chair Lee Ann Hunt – Victory Solutions, Inc.  
 Secretary Cheryl Webb – Al-Razaq Computing Services, Inc.  
 Events Coordinator John McIntyre – MTS, Inc.

### 11.4 COUNCIL MEMBERS

MEMBER COMPANY	CLASSIFICATION	DIRECT CONTRACT
Accura Rosser JV, LLC	WOSB, HUBZone	NNM17AA04C
A.I.Signal Research	SB	Member at large
Aerie Aerospace, LLC	EDWOSB/8(a)	NNM08AA20C
Aetos Systems	EDWOSB/8(a)	NNM12AA45C
AllPoints Logistics, LLC	SD VOSB	NNM16AA01C
Al-Razaq Computing Services	SDB	NNM11AA30C
Analytical Services	SDB	GSA BPA
AQuate Corporation	SB	NNM13AA21C
Avista Strategies	WOSB	Member at large
Bastion Technologies	SDB	NNM07AA74C
Cepeda Systems & Software Analysis	SDB/8(a)/WOSB	NNM09AA62T
CFD Research Corporation		80MSFC19M0006
Chugach Industries	SDB/8(a)	Previous contract holder
Davidson Technologies	SDVO SB	GSA BPA
Deltha-Critique	SDB/8(a)	NNM08AA28C
D P Associates	SDB	NNM11AA01D
Dynamic Concepts, Inc.	SB	GSA BPA
Dynetics	SB	NNM10AA03C
Excalibur Associates	VOSB	Previous contract holder
GAN & Associates	SDB/8(a)	8(a) IDIQ
Gana A'Yoo	SDB/8(a)/HUBZone	Previous contract holder
Geocent, LLC		NNM13AD36D
Great Southern Engineering	EDWOSB	NNM11AA25C
Hanks, Hanks and Associates, LLC	SDB/WOSB	NNM08AA28C
HCI Management Services, Co.	SDB/HUBZone	NNM16AA17C
HPM Corporation	WOSB	NNM09AA03C
Infinite Systems and Solutions		
IPC - a wholly owned subsidiary of InterFuze	SB/SDB/8(a)/HUBZone	Previous contract holder
KAYA Associates	SDB/8(a)	Previous contract holder
Kord Technologies, Inc.		
K.S. Ware & Associates, LLC	SB/SDB/WOSB	NNM17AA11C
L&M Technologies, Inc.	SB/WOSB	80MSFC18A0001
Linc Research	SB	NNM17AA13C
Made in Space	SB	NNM17AA02C
MTS	VOSB	GSA BPA
Noreas	8(a)	NNM17AA41C
Optical Sciences	SB	NNM08AA62C

<b>MEMBER COMPANY</b>	<b>CLASSIFICATION</b>	<b>DIRECT CONTRACT</b>
Quadrus Corporation	HUBZone/SDB	NNM09AA01B
Radiance Technologies	SB	NNM13AA34C
SEI Group	SB/SDB/8(a)	Previous contract holder
Security Walls, LLC	SB/SDB/WOSB	NNM17AA25C
Sigmattech	SB	NNM08AA53C
Sumaria	SB	GSA BPA (MIPS)
Tec-Masters, Inc.	SB	GSA BPA
Total Solutions, Inc.	SDB/8(a)/WOSB	NNM08AA00B
Victory Solutions, Inc.	EDWOSB/SDVO	GSA BPA
Will Technology	EDWOSB/8(a)	NNM07AA77C

## **12.0 MARSHALL SMALL BUSINESS ALLIANCE MEETINGS**

### **12.1 BACKGROUND**

The Marshall Small Business Alliance (MSBA) outreach tool was created to provide industry with maximum exposure to the NASA/MSFC marketplace. At each event, those in attendance will receive a variety of acquisition and program updates/overviews, contract specific and center organizational overviews, NASA/MSFC Small Business Program updates, and small business legislative updates. Additionally, ample time will be provided for networking with MSFC procurement and technical personnel, and the prime contractor community during the event.

### **12.2 2019 MEETING SCHEDULE**

All meeting notices are posted on FedBizOpps. Small businesses having their capabilities listed in the MSFC small business web-based directory and NASA Vendor Database are automatically notified ahead of each event. To have your company's information registered at these sites, go to Section 8.1 and 8.2.1 for links to each registration portal.







National Aeronautics and Space Administration

**George C. Marshall Space Flight Center**

Huntsville, AL 35812

[www.nasa.gov/marshall](http://www.nasa.gov/marshall)

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