

The background of the slide is a deep space scene. It features a dark blue and black sky filled with numerous stars of varying brightness. A prominent feature is a bright, multi-colored nebula or galaxy structure in the upper left quadrant. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its characteristic surface features and atmosphere. The overall lighting is soft, highlighting the celestial bodies against the dark void of space.

MARSHALL SMALL BUSINESS ALLIANCE MEETING

MSFC SMALL BUSINESS PROGRAM UPDATE

David E. Brock

September 22, 2016



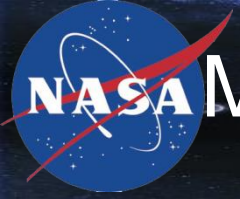
MSFC FY 2016 Small Business Program Highlights

- Successful hosting of the February Marshall Small Business Alliance Meeting.
- Successful hosting of several regional business forums, Mobile in November and Chattanooga, in May.
- Space Launch System Brochure.
- Presentation of the Administrator's Cup Award to MSFC for having the best Small Business Program in FY 2015.



MSFC FY 2016 Mentor Protégé Agreement Signings

| MENTOR | PROTÉGÉ | CONTRACT NO. | CONTRACT TITLE |
|--|-----------------------------|---------------------|----------------------------|
| Aerojet Rocketdyne | ICO RALLY | NNM06AB13C | Space Launch System Engine |
| URS Federal Services, Inc. (an AECOM Company) | Seabrook Solutions, LLC. | NNM08AA54C | Center Operations Support |



MSFC Significant FY 2016 Small Business Contract/Purchase Order Awards

| AWARD DATE: | AWARDEE | CLASSIFICATION | CONTRACT | TITLE | POTENTIAL VALUE |
|--------------------|-------------------------------------|--------------------------|-----------------|---|------------------------|
| Oct. 22 | Aerie Aerospace, LLC. | 8(a) certified WOSB | NNM15AA19C | MSFC Engineering Technician & Trades Support Services | \$232.3M |
| Dec. 16 | Hanks, Hanks and Associates, LLC. | 8(a) certified WOSB | NNM16AA10C | Administrative Support Services | \$29.3M |
| Dec. 12 | Madison Electric | SB | NNM16AB62D | Revitalize Electrical Systems Bldg. 4755 | \$2.4M |
| Jan. 17 | Advanced Mobile Propulsion | HUBZone SB | NNM16AB56P | In-space Engine Hot Fire Testing | \$603K |
| Jan. 19 | Radiance Technology | SB | NNM16AB80T | Development of the SLS Core Stage Pathfinder Vehicle | \$8.6M |
| Feb. 1 | Southeast Cherokee | HUBZone SDB & WOSB | NNM16AA11C | Revitalize Electrical Systems Bldg. 4711 | \$1.8M |
| Jul. 25 | Infinite Services & Solutions, Inc. | HUBZone SDB | NNM16AA00Z | Engineering Science Support Services | \$10M |
| Aug. 26 | HCI Management Services Co. | 8(a) & HUBZone certified | NNM16AA17C | MSFC Grounds Maintenance Services | \$10.6M |
| Aug. 26 | AllPoints Logistics, LLC. | SDVO SB | NNM16AA01C | MSFC Information Technology Services | \$181.7M |



Metrics (Through August 31, 2016)

| CATEGORIES | GOVT. % GOALS | NASA % GOALS | NASA \$ ACHIEVED | NASA % ACHIEVED | MSFC % GOALS | MSFC \$ ACHIEVED | MSFC % ACHIEVED | % OF AGENCY |
|-----------------|---------------|--------------|------------------|-----------------|--------------|------------------|-----------------|-------------|
| | | | | | | | | |
| PROC. \$ | | | \$14,372.4M | | | \$2,012.9M | | 14.0% |
| | | | | | | | | |
| SB | 23.0% | 16.75% | \$2,212.2M | 15.4% | 12.1% | \$287.2M | 14.3% | 13.0% |
| | | | | | | | | |
| SDB | 5.0% | 5.0% | \$1,083.6M | 7.5% | 4.7% | \$130.0M | 6.5% | 12.0% |
| | | | | | | | | |
| HUBZone | 3.0% | 3.0% | \$51.6M | 0.4% | 0.3% | \$4.1M | 0.2% | 8.0% |
| | | | | | | | | |
| WOSB | 5.0% | 5.0% | \$545.8M | 3.8% | 3.0% | \$88.9M | 4.4% | 16.3% |
| | | | | | | | | |
| SDVO SB | 3.0% | 3.0% | \$112.9M | 0.8% | 2.0% | \$47.4M | 2.4% | 42.0% |

*Data as of September 7, 2016



MSFC FY 2015 Cumulative Subcontracting Totals

| CATEGORIES | NASA % GOALS | \$ ACHIEVED | % ACHIEVED |
|-------------------|---------------------|--------------------|-------------------|
| SV | | \$ 669.3M | |
| SB | 36% | \$ 285.9M | 42.7% |
| SDB | 5% | \$ 54.4M | 8.1% |
| WOSB | 5% | \$ 81.4M | 12.2% |
| HUBZone | 3% | \$ 15.6M | 2.3% |
| VOSB | N/A | \$ 32.3M | 4.8% |
| SDVO | 3% | \$ 20.6M | 3.1% |
| HBCU/MSI | N/A | \$ 1.3M | 0.2% |



MSFC FY 2016 Cumulative Subcontracting Achievements

| CATEGORIES | NASA % GOALS | *\$ ACHIEVEMENTS | % ACHIEVED |
|-------------------------|---------------------|-------------------------|-------------------|
| Total Subcontracting \$ | | \$376.1M | |
| SB | 33.0% | \$154.7M | 41.0% |
| SDB | 5.0% | \$36.0M | 9.6% |
| WOSB | 5.0% | \$49.8M | 13.2% |
| HUBZone SB | 3.0% | \$11.4M | 3.0% |
| VOSB | N/A | \$18.2M | 4.8% |
| SDVO SB | 3.0% | \$12.4M | 3.3% |

*Subcontracting data reported at the previous reporting period dated March 31, 2016.



MSFC FY14-FY16 Small Business Direct & Subcontracting Cumulative Achievements

| CATEGORIES | FY 2014 \$ ACHIEVED | FY 2014 % ACHIEVED | FY 2015 \$ ACHIEVED | FY 2015 % ACHIEVED | FY 2016 \$ ACHIEVED | FY 2016 % ACHIEVED |
|---------------------|------------------------|-----------------------|------------------------|-----------------------|------------------------|-----------------------|
| Available \$ | \$1,844.5M | | \$1,889.4M | | \$1,134.2M | |
| SB | \$644.2M | 34.9% | \$549.2M | 29.1% | \$343.9M | 30.3% |
| SDB | \$185.3M | 10.0% | \$165.1M | 8.9% | \$115.8M | 10.2% |
| WOSB | \$158.4M | 8.6% | \$142.4M | 7.5% | \$109.4M | 9.6% |
| HUBZone SB | \$55.8M | 3.0% | \$44.3M | 2.3% | \$15.0M | 1.3% |
| SDVO SB | \$57.4M | 3.1% | \$63.3M | 3.4% | \$47.6M | 4.2% |

FY 2016 Achievements through March 31, 2016.



Promoting the Program Through Inreach

- PS “Chat Sessions”.
- Procurement Small Business Action Team.
- Utilization of MSFC Small Business Technical Coordinators.
- Briefings to Center Management.



Promoting the Program Through Outreach

- Marshall Small Business Alliance Meetings.
- Regional business forums.
- Large business prime contractor management team visits.



Planned Outreach Events Hosted by MSFC in FY 2017

| DATE: | EVENT | LOCATION |
|--------------|---|--------------------------|
| Feb. 15 | HBCU/MI Partnerships Meeting | Huntsville Museum of Art |
| Feb. 16 | Marshall Small Business Alliance Meeting | Davidson Center |
| May 9 | NASA Service Disabled Veteran-Owned Small Business Industry Day | Davidson Center |
| Sept. | Marshall Small Business Alliance Meeting/FY 2017 MSFC Industry & Advocates Award Ceremony | Davidson Center |



Small Business Resources and Marketing Tools

- “Doing Business at MSFC” web site:
http://ec.msfc.nasa.gov/doing_business/
- Acquisition planning tool:
http://ec.msfc.nasa.gov/doing_business/index.php?apt
- Acquisition forecast tool:
<http://www.hq.nasa.gov/office/procurement/forecast/>
- Small Business Marketing Guide



MSFC Small Business Program Contacts

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|---------------|----------------------------------|--|--------------|
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Location: Bldg. 4200/Rm. 228C
Office hours: 7:00 a.m. – 4:30 p.m. (CST)