

The background of the slide is a deep space scene. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its textured surface. The rest of the background is a dark blue and black expanse filled with numerous stars and a faint, glowing nebula or galaxy structure. The text is overlaid in white, bold, sans-serif font.

MARSHALL SMALL BUSINESS ALLIANCE MEETING

MSFC SMALL BUSINESS PROGRAM UPDATE

SEPTEMBER 21, 2017



MSFC FY 2017 Program Highlights

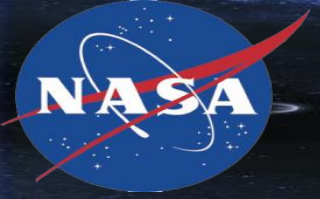
- ❑ Kim Keith's 9-month rotational assignment to the SB Office
- ❑ Lynn Garrison's selection as the NASA FY 2016 Small Business Technical Coordinator of the Year
- ❑ Teledyne Brown Engineering & University of Nevada Las Vegas selection as the NASA FY 2016 Mentor Protégé Agreement of the Year
- ❑ Cepeda Systems & Software's selection as the NASA FY 2017 Small Business prime Contractor of the Year
- ❑ Signing of two new Mentor Protégé Agreements (MPA):
 - MSFC 15th MPA signing celebration between Jacobs and CRM Solutions, Inc. under the MSFC ESSSA Contract
 - MSFC 16th MPA signing celebration between CH2M, Inc. and Alcyon, Inc. under the MSFC Logistics Services Contract
- ❑ Successful hosting of several significant events:
 - 3rd Annual HBCU & MSI Partnerships Meeting in February
 - 23rd Marshall Small Business Alliance Meeting in February
 - NASA/MSFC Service Disabled Veteran-Owned Small Business Industry Day in May
 - 24th MSBA Meeting in September
 - MSFC FY 2017 Industry and Advocates Award Ceremony in September



Metrics (Through September 18, 2017)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$15,206.8M			\$2,236.5M		14.75%
SB	23.0%	16.0%	\$2,359.9M	15.5%	12.2%	\$277.7M	12.4%	11.89%
SDB	5.0%	5.0%	\$1,096.7M	7.2%	4.8%	\$129.1M	5.8%	11.8%
HUBZone	3.0%	3.0%	\$61.3M	0.4%	0.3%	\$2.5M	0.1%	4.0%
WOSB	5.0%	5.0%	\$653.1M	4.3%	3.3%	\$93.3M	4.2%	14.3%
SDVO SB	3.0%	3.0%	\$151.4M	1.0%	3.0%	\$81.7M	3.7%	54.0%

*Data as of September 18, 2017



MSFC Significant FY 2017 Small Business Contract Awards

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	POTENTIAL VALUE
Oct. 27	Made in Space	SB	NNM17AA02C	In-Space Robotic Mfg. System	\$19.1M
Feb. 1	Noreas, Inc.	8(a) certified SDB	NNM17AA41P	Community Outreach at Santa Susana	\$.7M
Mar. 13	Linc Research	HUBZone SB	NNM17AA13C	Optics Fabrication & Assembly	\$.3M
Apr. 1	Accura Rosser JV	8(a) certified WOSB	NNM17AA04C	Facility Engineering Design & Inspection Services	\$40M
Apr. 1	COLSA Corporation	SDVO SB	NNM17AA12C	Huntsville Operation Support Center	\$65M
Apr. 3	K. S. Ware	SDB & WOSB	NNM17AA11C	Environmental Engineering Services	\$27M
May 1	Security Walls, LLC	SDB & WOSB	NNM17AA25C	Protective Services at MSFC & MAF	\$45M
Sept. 11	Grot, Inc.	SDB & HUBZone	80MSFC17C0021	SB Electrical Project	\$3.6M



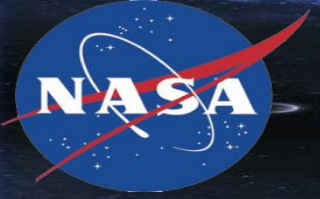
MSFC FY 2015-2017 Prime Contractor Cumulative Subcontracting Totals

CATEGORIES	FY15 \$ ACHIEVED	FY15 % ACHIEVED	FY16 \$ ACHIEVED	FY16 % ACHIEVED	FY17 \$ ACHIEVED	FY17 % ACHIEVED
Total SC \$	\$669.3M		\$681.4M		\$400.3M	
SB \$	\$285.9M	42.7%	\$299.9M	44.0%	\$202.7M	50.6%
SDB \$	\$54.5M	8.1%	\$70.9M	10.4%	\$42.5M	10.6%
WOSB \$	\$ 81.4M	12.2%	\$94.5M	13.9%	\$47.3M	11.8%
HUBZone SB \$	\$ 15.6M	2.3%	\$20.1M	2.9%	\$13.5M	3.4%
VOSB \$	\$32.3M	4.8%	\$40.5M	5.9%	\$30.0M	7.5%
SDVO SB \$	\$ 20.6M	3.1%	\$25.3M	3.7%	\$12.9M	3.2%



MSFC 24-Month Acquisition Forecast

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION
09/30/2017	Teledyne Brown Engineering	NNM13AA29C	Mission Operations & Integration	541712	\$154M	Full & Open
02/22/2018	AQuate Corporation	NNM13AA21C	Custodial & Refuse Collection Services	561720	\$20M	8(a) Sole Source
09/30/2018	Aetos Systems	NNM16AA27C	Utility Control Systems	561210	\$4M	8(a) Sole Source
10/31/2018	HPM Corporation	NNM13AA80C	Environmental Engineering & Occupational Health	621999	\$33M	SB Set-Aside
02/28/2019	Victory Solutions	NNM13AA64T	Cost Estimating & Analysis	541330	\$9M	GSA SB Reserve
03/31/2019	MTS	NNM13AA65T	Program Planning & Control	541330	\$41M	GSA SB Reserve
03/31/2019	Victory Solutions	NNM13AA66T	Configuration & Data Management	541330	\$65M	GSA SB Reserve
03/31/2019	MTS	NNM13AA67T	Project Coordination	541330	\$52M	GSA SB Reserve
04/30/2019	MTS	NNM14AA02T	Subject Matter Expertise	541330	\$53M	GSA SB Reserve
03/31/2019	COLSA Corporation	NNM17AA12C	Huntsville Operation Support Center	541712	\$65M	SB Sole Source
05/31/2019	Aetos Systems	NNM14AA15C	Human Capital Support	541990	\$25M	8(a) Competition



In or Nearing Competition

REQUIREMENT	INCUMBENT	PREVIOUS COMPETITION	CURRENT COMPETITION
A&E for Misc. Studies & Design Tasks	GMC Merrick JV	A&E Full & Open	A&E Full & Open
A&E for Environmental Engineering	CH2M	Full & Open	Full & Open
Acquisition & Business Support	Al-Razaq Computing Services	SB Set-Aside	WOSB Set-Aside
MSFC Logistics Services	CH2M	Full & Open	SB Set-Aside
Safety & Mission Support Services	Bastion Technologies	SB Set-Aside	SB Set-Aside
Strategic Analysis & Communications	Analytical Services, Inc.	GSA SB Reserve	GSA SB Set-Aside