

A cosmic background featuring a large, detailed view of Earth on the right side, showing continents and clouds. In the upper center, a crescent moon is visible. The rest of the image is filled with a starry field, including a prominent blue star and a faint, glowing nebula or galaxy structure in shades of blue and purple.

MSFC SMALL BUSINESS PROGRAM UPDATE

FEBRUARY 22, 2017



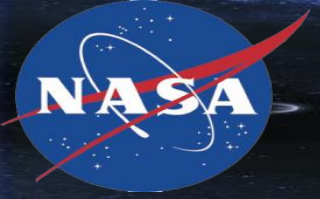
MSFC FY 2014 - 2016 Small Business Direct Goal Achievements

CATEGORIES	FY2014	FY2015	FY2016
Procurement Dollars	\$1,844.5M	\$1,882.2M	\$2,186.1M
SB % Goals	9.8%	11.8%	12.1%
SB Dollars	\$293.5M	\$263.1M	\$307.2M
SB % Achieved	15.9%	14.0%	14.1%
SDB % Goals	3.6%	4.7%	4.7%
SDB Dollars	\$111.6M	\$110.5M	\$138.3M
SDB % Achieved	6.1%	5.9%	6.3%
WOSB % Goals	1.1%	1.7%	3.0%
WOSB Dollars	\$64.8M	\$60.8M	\$95.9M
WOSB % Achieved	3.5%	3.2%	4.4%
HUBZone SB % Goals	0.3%	0.3%	0.3%
HUBZone SB Dollars	\$42.4M	\$28.5M	\$4.4M
HUBZone SB % Achieved	2.3%	1.5%	0.2%
SDVO SB % Goals	1.0%	1.7%	2.0%
SDVO SB Dollars	\$36.3M	\$42.7M	\$48.4M
SDVO SB % Achieved	2.0%	2.3%	2.2%



MSFC FY 2014-2016 Cumulative Prime Contractor Subcontracting Achievements

CATEGORIES	FY 2014 \$ ACHIEVED	FY 2014 % ACHIEVED	FY 2015 \$ ACHIEVED	FY 2015 % ACHIEVED	FY 2016 \$ ACHIEVED	FY 2016 % ACHIEVED
Total SC \$	\$537.2M		\$669.3M		\$681.4M	
SB	\$350.6M	65.3%	\$285.9M	42.7%	\$299.9M	44.0%
SDB	\$73.7M	13.7%	\$54.4M	8.1%	\$70.9M	10.4%
WOSB	\$93.6M	17.4%	\$81.4M	12.2%	\$94.5M	13.9%
HUBZone	\$13.4M	2.5%	\$15.6M	2.3%	\$20.1M	2.9%
VOSB	\$29.6M	5.5%	\$32.3M	4.8%	\$40.5M	5.9%
SDVO	\$21.1M	3.9%	\$20.6M	3.1%	\$25.3M	3.7%
HBCU/MI	\$1.2M	.2%	\$1.3M	.2%	\$1.6M	.2%



MSFC FY 2014-2016 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		\$2,186.2M	
SB	\$644.2M	34.9%	\$549.2M	29.1%	\$607.1M	27.8%
SDB	\$185.3M	10.0%	\$165.1M	8.9%	\$209.3M	9.6%
WOSB	\$158.4M	8.6%	\$142.4M	7.5%	\$190.4M	8.7%
HUBZone	\$55.8M	3.0%	\$44.3M	2.3%	\$24.5M	1.1%
SDVO SB	\$57.4M	3.1%	\$63.3M	3.4%	\$88.9M	4.1%



Metrics (Through September 30, 2016)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$16,071.6M			\$2,186.1M		13.6%
SB	23.0%	16.75%	\$2,662.0M	16.6%	12.1%	\$307.2M	14.1%	11.5%
SDB	5.0%	5.0%	\$1,298.6M	8.1%	4.7%	\$138.3M	6.3%	10.6%
HUBZone	3.0%	3.0%	\$82.0M	0.5%	0.3%	\$4.4M	0.2%	5.4%
WOSB	5.0%	5.0%	\$647.0M	4.0%	3.0%	\$95.9M	4.4%	14.8%
SDVO SB	3.0%	3.0%	\$138.0M	0.9%	2.0%	\$48.4M	2.2%	35.1%

*Data as of October 11, 2016



MSFC FY 2016 Top Prime Contractors

NO.	PRIME	CLASSIFICATION	\$ OBLIG.
1.	The Boeing Company	Large Business (LB)	\$909.7M
2.	Orbital ATK	LB	\$264.9M
3.	Aerojet Rocketdyne	LB	\$214.3M
4.	Jacobs	LB	\$155.0M
5.	Aerie Aerospace	8(a) certified Woman-Owned Small Business (WOSB)	\$61.3M
6.	Smithsonian Astrophysical Observatory	Nonprofit (NP)	\$61.7M
7.	Teledyne Brown Engineering	LB	\$51.9M
8.	*Dynetics Technical Services	Small Business (SB)	\$46.6M
9.	MTS	Veteran-Owned Small Business (VOSB)	\$31.8M
10.	Southwest Research Institute	NP	\$31.2M
11.	Colsa Corporation	Service Disabled Veteran-Owned (SDVO) SB	\$31.4M
12.	Bastion Technologies	Small Disadvantaged Business (SDB)	\$27.6M
13.	URS	LB	\$26.3M



MSFC FY 2016 Top Prime Contractors

NO.	PRIME	CLASSIFICATION	\$ OBLIG.
14.	Ch2M	LB	\$23.5M
15.	Victory Solutions	SDVO SB & WOSB	\$11.9M
16.	Al Razaq Computing	SDB	\$10.6M
17.	Excalibur Associates	SB	\$9.9M
18.	Analytical Services	SB	\$9.5M
19.	Aetos Systems	8(a) certified WOSB	\$6.9M
20.	Hanks & Hanks	8(a) certified WOSB	\$5.5M
21.	University of Arizona	NP	\$4.7M
22.	HPM Corporation	SDB & WOSB	\$4.5M
23.	Radiance Technology	SB	\$4.3M
24.	Space Systems	LB	\$4.2M
25.	University of California Los Angeles	Minority Institution	\$4.0M

*All Points Logistics was recipient of the new award.



MSFC FY 2017 Small Business Goals

CATEGORIES	\$ PROPOSED	% PROPOSED
Available \$	\$2,050.0M	
SB	\$ 250.1M	12.2%
SDB	\$ 98.4M	4.8%
WOSB	\$ 67.7M	3.3%
HUBZone SB	\$ 6.2M	.3%
SDVO SB	\$ 61.5M	3.0%



Metrics (Through February 17, 2017)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$6,170.1 M			\$709.0M		11.5%
SB	23.0%	16.75%	\$791.1M	12.8%	12.2%	\$119.9M	16.9%	15.2%
SDB	5.0%	5.0%	\$381.8M	6.2%	4.8%	\$55.3M	7.8%	14.5%
HUBZone	3.0%	3.0%	\$22.9M	0.4%	0.3%	\$1.2M	0.2%	5.2%
WOSB	5.0%	5.0%	\$223.8M	3.6%	3.3%	\$37.7M	5.3%	16.8%
SDVO SB	3.0%	3.0%	\$61.1M	1.0%	3.0%	\$33.6M	4.7%	55.0%

*Data as of February 17, 2017



Procurement Management Review Findings

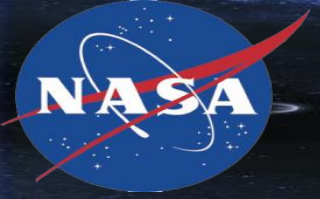
- Recommendation:
 - MSFC should ensure that contractors provide sufficient comments regarding missed goals in ISR's, and that Contracting Officers follow up on rejected ISR's. (FAR 19.705-6 [h] and eSRS instructions)

- Weaknesses:
 - MSFC should ensure that its subcontracting plans contain (a) both types of goals; and (b) a description of supplies and services to be subcontracted, with identification of the types planned for subcontracting to the various socioeconomic categories. (FAR 19.704 and NFS 1819.704)
 - When evaluating performance against subcontracting plans in CPARS, MSFC should establish ratings in accordance with the CPARS Guidance. (FAR 42.1502 [g] and NFS 1842.1503 [b])



ISR Assessments/eSRS Reporting

- ISR submissions due April 30 and October 31 each fiscal year.
- CO has 30 days to accept or reject reports (May 31 and November 30).
- COs have been directed to:
 - Verify accuracy of each field in the report, and if any fields are not accurate, reject report and require correction;
 - Pay special attention to the subcontracting percentage goals (ISRs should reflect goals negotiated on the most recent subcontract plan review (within 30 days of reporting period)).
- If contract has ended, contractors must submit a final report before the contract can be closed out in eSRS.



ISR Stats

	FY2014	FY2015	FY2016
# Of Active ISRs	47	39	38
SB SB %	35/47 74.5%	30/39 76.9%	29/38 76.0%
SDB SDB %	25/39 64.1%	19/32 59.4%	17/29 58.6%
WOSB WOSB %	30/40 75.0%	25/33 75.8%	22/33 66.6%
HBCU/MI HBCU %	8/15 53.3%	6/11 54.5%	6/10 60.0%
HUBZone HUBZone %	12/28 42.8%	9/24 37.5%	6/23 26.1%
VOSB VOSB %	22/32 68.9%	19/27 70.3%	19/28 67.9%
SDVO SB SDVO SB %	15/25 60.0%	11/22 50.0%	11/25 44.0%



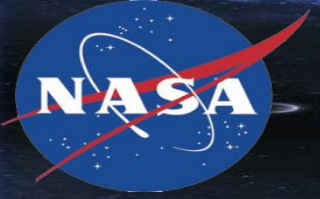
CPAR Ratings

1. Exceptional
2. Very Good
3. Satisfactory
4. Marginal
5. Unsatisfactory



CPAR Rating Summaries

- Rating criteria for meeting goals:
 - Exceptional rating: Exceeded all negotiated subcontracting goals or exceeded at least one goal and met all of the other negotiated subcontracting goals for the current period.
 - Very Good Rating: Met all of the negotiated subcontracting goals in the traditional socio-economic categories (SB, SDB and WOSB) and met at least one of the other socio-economic goals (HUBZone, VOSB, SDVOSB, HBCU/MI) for the current period.
- Other Criteria:
 - Success with initiatives to assist, promote, and utilize small businesses (SB) concerns.
 - Exceeded other SB participation requirements incorporated in the contract, including the use of SB concerns in mission critical aspects of the program.
 - In compliance with FAR 52.219-8, Utilization of SB Concerns.
 - Endeavored to go above and beyond the required elements of the subcontracting plan.
 - Completed and submitted ISRs & SSRs in an accurate and timely manner.



2017 Procurement Small Business Action Team (PSBAT)

- 2017 Team Members:
 - PS30 – Ryan Hardy
 - PS30 – Sabrina Pearson (Holdover from 2016 team)
 - PS40 – Shawn Craddock
 - PS50 – Brian Faraci
- Monthly training sessions:

DATE:	SUBJECT MATTER
January 31:	PSBAT concept, Advocacy tools, outreach tools, and MSFC SB Marketing Guide
February 16:	Federal Government small business goals, goal setting process, and NASA & MSFC small business metrics



Small Business Program Briefings

DATE TEAM BRIEFED

Nov. 7: Space Launch System Program Office Leadership Team

Nov. 9 Mission Operations Laboratory Leadership Team

Jan. 30: Test Laboratory Leadership Team

Feb. 2: Science & Technology Office Leadership Team

Feb. 7: Human Exploration Development & Operations Leadership Team

Feb. 13: Executive Forum (consists of MSFC Direct Reports chaired by Center Director)



PS “Chat” Sessions Schedule

Feb. 14: PS20 Buying Group

Mar. 13: PS30 Buying Group

Mar. 21: PS50 Buying Group

Mar. 22: PS40 Buying Group



Looking Ahead

- Timely submission of prime contractor subcontracting plans.
- Improve communication between MSFC large business primes and SB Office.
- Utilization of the NASA Mentor Protégé Program.
- Close gap between projection vs actuals on time phase templates.
- Increase subcontracting performance against contract specific and Agency WOSB, HUBZone, and SDVO SB subcontracting goals.
- Contractor participation at local and regional outreach events.
- Subcontractor of the Year nominations.