

A cosmic background featuring a dark blue starry field with a prominent blue and purple nebula. A large, reddish-brown planet, likely Mars, is visible on the right side. Several smaller celestial bodies, including a crescent moon, are scattered across the scene.

MSFC SMALL BUSINESS PROGRAM UPDATE

APRIL 18, 2018



FY 2017 Good News Stories

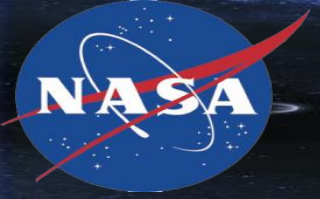
- ❖ Launching Your Business With NASA Decatur Regional Business Forum in October
- ❖ Launching Your Business With NASA Mobile Regional Business Forum in November
- ❖ Appointment of the 2018 Procurement Small Business Action Team in January
- ❖ MSFC Three Minute Video in February
- ❖ SB Program briefing to the Executive Forum in February
- ❖ Hosting of the 25th MSBA Meeting Featuring HUBZone Small Businesses in February
- ❖ URS and Seabrook Solutions selection as the NASA FY17 Mentor Protégé Agreement of the Year in March
- ❖ Semiannual meeting with MSFC Small Business Technical Coordinators



Metrics (Through March 31, 2018)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$6,948.5M			\$1,128.8M		16.2%
SB	23.0%	16.0%	\$923.9M	13.3%	11.3%	\$139.6M	12.4%	15.1%
SDB	5.0%	5.0%	\$433.5M	6.2%	5.0%	\$65.1M	5.8%	15.0%
HUBZone	3.0%	3.0%	\$35.1M	0.5%	0.4%	\$1.1 M	0.1%	3.1%
WOSB	5.0%	5.0%	\$262.2M	3.8%	4.1%	\$45.2M	4.0%	17.2%
SDVO SB	3.0%	3.0%	\$72.0M	1.0%	3.1%	\$40.9M	3.6%	56.8%

*Data as of April 9, 2018



Potential Impacts on MSFC FY18/19 Small Business Goal Performance

- ❖ Award of the MSFC Logistics Services requirement will increase MSFC SB direct dollars by approximately \$10 million per year (award projected in 3rd quarter)
- ❖ Award of the MSFC Acquisition and Business Support Services requirement will increase MSFC WOSB direct dollars by approximately \$12 million per year (award projected in the 3rd quarter)
- ❖ Sole source award of the Technology Commercialization and Licensing Services requirement will increase MSFC SB and HUBZone SB direct dollars by approximately \$.8 million per year (award projected in 3rd quarter)
- ❖ Award of the Custodial and Refuse Collection Services requirement will increase MSFC's HUBZone SB direct dollars by approximately \$3.5 million per year (award projected in the 4th quarter)



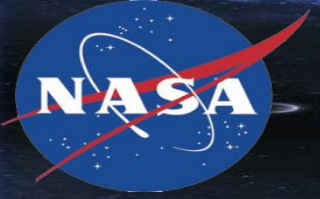
MSFC Significant FY 2018 Small Business Contract Awards

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	POTENTIAL VALUE
Oct. 26	Archarithms, Inc.	HUBZone	80MSFC18F0024	Mission Optimization & Development	\$35K
Oct. 27	Genesis Systems Group	SB	80MSFC18P0004	Payload Fitting Non-destructive Testing	\$1.9M
Oct. 27	TDS Automation	SB	80MSFC18P0003	Roadway Transporter	\$1.4M
Oct. 31	Bastion Technology	SDB	80MSFC18C0005	Safety & Mission Assurance	\$268M
Feb. 7	Janicki Industries	SB	80MSFC18P0022	Payload Attached Fittings	\$1.0M
Feb. 15	Millennium Engineering	VOSB	80MSFC18C0029	Joint Advanced Range System Safety	\$1.7M



MSFC 36 Month Forecast

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION
10/31/2018	HPM	NNM13AA80C	Environmental Engineering & Occupational Health	621999	\$33M	SB Set-Aside
02/06/2019	Cepeda Systems & Software	NNM14AA07C	Engineering Support	541330	\$7M	8(a) Sole Source
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
03/31/2019	Teledyne Brown Engineering	NNM13AA29C	Mission Operations & Integration	541712	\$200M	Full & Open
03/31/2019	COLSA Corporation	NNM17AA12C	Huntsville Operation Support Center	541712	\$65M	SB sole source
04/30/2019	MTS	NNM14AA02T	Subject Matter Expertise	541330	\$53M	GSA SB Reserve
05/31/2019	Aetos Systems	NNM14AA15C	Human Capital Support	541990	\$25M	8(a) Competition
03/31/2021	IHS Global, Inc.	NNM16AA13C	NASA Integrated Technical Standards Systems	518210	\$8M	Full & Open
03/31/2021	Aerie Aerospace	NNM15AA19C	Marshall Engineering Technician & Trade Support	541330	\$231M	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
Custodial and Refuse Collection Services	AQuate Corporation	8(a) sole source	HUBZone SB set-aside
Minor Construction IDIQs	Multiple	SB set-aside	SB set-aside
MSFC Logistics Services	CH2M	Full & Open	SB set-aside
Strategic Analysis & Communications	Analytical Services, Inc.	GSA SB reserve	GSA SB set-aside
Utility Control Services	Aetos Systems	8(a) sole source	8(a) competition



HUBZone SB Construction Services Joint Counseling Session – April 13, 2018

COMPANY	CLASSIFICATION	LOCATION
A West Enterprise	HUBZone certified EDWOSB	Albany, GA
Artesian Contracting Co., Inc.	HUBZone certified SDB	Albany, GA
Choctaw Electrical, Inc.	HUBZone and 8(a) certified SDB	Choctaw, MS
Grot, Inc.,	HUBZone and 8(a) certified SDB	Lexington, KY
Harbor Enterprises LLC	HUBZone and 8(a) certified SDB	Thomasville, GA
Pontchartrain Partners	HUBZone certified SDB and SDVO SB	New Orleans, LA
Provision Contracting Services	HUBZone certified SDB and SDVO SB	Phoenix City, AL
Sayers Construction LLC	HUBZone and 8(a) certified SDB	LaGrange, GA
Siler Excavating	HUBZone and 8(a) certified EDWOSB	Lake Park, GA
Wright Brothers LLC	HUBZone and 8(a) certified SDB	Andalusia, AL



MSFC FY18 Industry of the Year Nominations

- ❖ Small Business Prime Contractor of the Year
- ❖ Small Business Subcontractor of the Year
- ❖ Mentor Protégé Agreement of the Year
- ❖ Large Business Prime Contractor of the Year



This and That

- ❖ MSFC Small Business Program Focus Training – April 19
- ❖ What to Know Before You Go webinar on April 26
- ❖ Prime Contractor individual subcontract reports due in eSRS by April 30
- ❖ NASA Policy Directive 5000.2D Recommended Goals:
- ❖ MOSSI?
- ❖ SLS Booster
- ❖ SLS RL10 Engine
- ❖ SLS RS25 Engine
- ❖ SLS Stages
- ❖ PS Chat Sessions with PS20 and PS30 buying groups in May