

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, partially cut off by the frame. Several smaller celestial bodies, including a crescent moon and other planets, are scattered across the scene.

# MSFC SMALL BUSINESS PROGRAM UPDATE

November 1, 2017



# MSFC FY 2014 - 2017 Small Business Direct Goal Achievements

<b>CATEGORIES</b>	<b>FY2014</b>	<b>FY2015</b>	<b>FY2016</b>	<b>FY2017</b>
Procurement Dollars	\$1,844.5M	\$1,882.2M	\$2,186.1M	\$2,353.1M
SB % Goals	9.8%	11.8%	12.1%	12.2%
SB Dollars	\$293.5M	\$263.1M	\$307.2M	\$324.6M
SB % Achieved	15.9%	14.0%	14.1%	13.8%
SDB % Goals	3.6%	4.7%	4.7%	4.8%
SDB Dollars	\$111.6M	\$110.5M	\$138.3M	\$150.6M
SDB % Achieved	6.1%	5.9%	6.3%	6.4%
WOSB % Goals	1.1%	1.7%	3.0%	3.3%
WOSB Dollars	\$64.8M	\$60.8M	\$95.9M	\$106.8M
WOSB % Achieved	3.5%	3.2%	4.4%	4.5%
HUBZone SB % Goals	0.3%	0.3%	0.3%	0.3%
HUBZone SB Dollars	\$42.4M	\$28.5M	\$4.4M	\$6.6M
HUBZone SB % Achieved	2.3%	1.5%	0.2%	0.3%
SDVO SB % Goals	1.0%	1.7%	2.0%	3.0%
SDVO SB Dollars	\$36.3M	\$42.7M	\$48.4M	\$84.3M
SDVO SB % Achieved	2.0%	2.3%	2.2%	3.6%





# Metrics (Through September 30, 2017)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$16,717.3M			\$2,353.1M		14.1%
SB	23.0%	16.0%	\$2,707.6M	16.2%	12.2%	\$324.6M	13.8%	12.0%
SDB	5.0%	5.0%	\$1,269.9M	7.6%	4.8%	\$150.6M	6.4%	11.9%
HUBZone	3.0%	3.0%	\$77.7M	0.5%	0.3%	\$6.6M	0.3%	8.5%
WOSB	5.0%	5.0%	\$722.9M	4.3%	3.3%	\$106.8M	4.5%	14.8%
SDVO SB	3.0%	3.0%	\$167.6M	1.0%	3.0%	\$84.3M	3.6%	50.3%

\*Data as of October 11, 2017



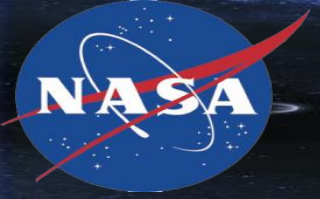
# MSFC FY 2017 Top Small Business Prime Contracts

<b>NO.</b>	<b>CONTRACT TITLE</b>	<b>CONTRACT #</b>	<b>PRIME</b>	<b>CLASSIFICATION</b>	<b>\$ OBLIGATED</b>
1	Marshall Engineering Technician & Trades Support Services	NNM15AA19C	Aerie Aerospace, LLC	8(a) certified WOSB	\$63.2M
2	Huntsville Operations Support Center Services	NNM17AA12C	COLSA Corporation	SDVO SB	\$34.2M
3	Safety & Mission Assurance Support Services	NNM07AA74C	Bastion Technologies	SDB	\$31.6M
4	MSFC Information Technology Services	NNM16AA01C	All Points Logistics, LLC	SDVO SB	\$30.4M
5	MIPSS Subject Matter Experts	NNM14AA02T	MTS	VOSB	\$18.1M
6	MIPSS Project Coordination	NNM13AA67T	MTS	VOSB	\$14.4M
7	MIPSS Configuration & Data Management	NNM13AA66T	Victory Solutions	WOSB & SDVO SB	\$13.7M
8	Acquisition & Business Support Services	NNM11AA30C	Al-Razaq Computing Services	SDB	\$13.2M
9	Protective Services at MAF & MSFC	NNM17AA25C	Security Walls, LLC	SDB & WOSB	\$10.2M
10	Central Steam Distribution	80MSFC17C0023	M&D Mechanical	SB	\$10.1M



# MSFC FY 2017 Top Small Business Prime Contracts

NO.	CONTRACT TITLE	CONTRACT #	PRIME	CLASSIFICATION	\$ OBLIGATED
11	Office of Strategic Analysis & Communication Support Services	NNM12AA23C	Analytical Services, Inc.	SB	\$9.1M
12	MIPSS Program Planning & Control	NNM13AA65T	MTS	VOSB	\$8.9M
13	SLS Pathfinder	NNM13AA34C	Radiance Technology	SB	\$7.4M
14	A&E Design & Inspection	NNM17AA04C	Accura Rosser JV	8(a) certified WOSB	\$6.0M
15	Center-Wide Administrative Support Services	NNM16AA10C	Hanks, Hanks & Associates, LLC	8(a) certified WOSB	\$4.6M
16	Environmental Engineering & Occupational Health Support Services	NNM13AA80C	HPM Corporation	SDB WOSB	\$4.6M
17	Office of Human Capital Support Services	NNM14AA15C	Aetos Systems	8(a) certified WOSB	\$4.3M
18	Custodial & Refuse Collection Services	NNM13AA21C	AQuate Corporation	8(a) certified SDVO SB	\$3.9M
19	Revitalize Electrical Systems	80MSFC17C0021	Grot, Inc.	HUBZone certified SB	\$3.6M
20	Utility Control Systems	NNM16AA27C	Aetos Systems	8(a) certified WOSB	\$1.9M
Total					\$293.4M



# MSFC Significant FY 2017 Small Business Contract Awards

<b>START DATE</b>	<b>AWARDEE</b>	<b>CLASSIFICATION</b>	<b>CONTRACT #</b>	<b>TITLE</b>	<b>POTENTIAL VALUE</b>
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 Services	\$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
Sep. 11	Grot, Inc.	SDB & HUBZone SB	80MSFC17C0021	Electrical Project	\$3.6M
Sep. 20	M&D Mechanical	SB	80MSFC17C0023	Steam Distribution	\$10.1M





# MSFC FY 2005-2017 Small Business Direct Dollar Increases

<b>CATEGORIES</b>	<b>FY05</b>	<b>FY17</b>	<b>% INCREASE</b>
SB	\$154.5M	\$324.6M	110%
SDB	\$56.2M	\$150.6M	168%
WOSB	\$34.5M	\$106.8M	210%
SDVO SB	\$25.3M	\$84.3M	233%



# MSFC FY 2018 Proposed Small Business Goals

CATEGORIES	\$ PROPOSED	% PROPOSED
Proc. \$	\$2,200.0M	
SB	\$248.0M	11.3%
SDB	\$108.0M	4.9%
WOSB	\$88.0M	4.0%
HUBZone SB	\$8.8M	.4%
SDVO SB	\$66.0M	3.0%





# MSFC Small Business Goal Comparisons

<b>CATEGORIES</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>PROPOSED FY18</b>
SB %Goals	11.8%	12.1%	12.3%	11.3%
SDB% Goals	4.7%	4.7%	4.8%	4.9%
WOSB % Goals	1.7%	3.0%	3.3%	4.0%
HUBZone SB % Goals	.3%	.3%	.3%	.4%
SDVO SB % Goals	.3%	2.0%	3.0%	3.1%



# MSFC Small Disadvantaged Business Contract Base

<b>TITLE</b>	<b>PRIME</b>	<b>CONTRACT</b>	<b>CLASSIFICATION</b>	<b>FY17 ACTUALS</b>	<b>FY18 PROJECTIONS</b>
A&E Environmental Engineering Compliance & Restoration	K.S.Ware	NNM17AA11C	SDB & WOSB	\$ .6M	\$2.0M
MSFC Facilities Engineering Design & Inspection Services	Accura Rosser JV, LLC	NNM17AA04C	8(a) certified WOSB	\$6.0M	\$7.0M
Acquisition & Business Support Services	Al-Razaq Computing Services	NNM11AA30C	SDB	\$13.2M	\$10.0M
Center-Wide Administrative Support Services	Hanks, Hanks and Associates, LLC	NNM16AA10C	8(a) certified WOSB	\$4.6M	\$4.0M
Custodial & Refuse Collection Services	AQuate Corporation	NNM13AA21C	8(a) certified SDVO SB	\$3.9M	\$3.5M
Engineering Support	Cepeda Systems & Software Analysis, Inc.	NNM14AA14C	8(a) certified WOSB	\$1.8M	\$1.5M
Marshall Engineering & Occupational Health Support Services	Aerie Aerospace, LLC	NNM15AA19C	8(a) certified WOSB	\$63.2M	\$42.0M
Environmental Engineering & Occupational Health Support Services	HPM Corporation	NNM13AA80C	SDB & WOSB	\$4.6M	\$4.0M
MSFC Grounds & Maintenance Services	HCI Management Services	NNM16AA17C	8(a) & HUBZone certified SB	\$1.8M	\$1.0M



# MSFC Small Disadvantaged Business Contract Base cont.

<b>TITLE</b>	<b>PRIME</b>	<b>CONTRACT</b>	<b>CLASSIFICATION</b>	<b>FY17 ACTUALS</b>	<b>FY18 PROJECTIONS</b>
Office of Human Capital Support Services	Aetos Systems	NNM14AA15C	8(a) certified WOSB	\$4.3M	\$6.0M
Protective Services at MAF & MSFC	Security Walls, LLC	NNM17AA25C	SDB & WOSB	\$10.2M	\$8.0M
Safety & Mission Assurance Support Services	Bastion Technologies	NNM07AA74C	SDB	\$31.6M	\$27.0M
Santa Suzanna Community Outreach	Noreas	NNM17AA41C	8(a) certified	\$.6M	\$.3M
Utility Control Services	Aetos Systems	NNM16AA27C	8(a) certified WOSB	\$1.9M	\$2.0M
Total				\$148.3M	\$118.3M





# MSFC Woman-Owned Small Business Contract Base

TITLE	PRIME	CONTRACT	CLASSIFICATION	FY17 ACTUALS	FY18 PROJECTIONS
A&E Environmental Engineering Compliance and Restoration	K.S. Ware	NNM17AA11C	SDB & WOSB	\$ .6M	\$2.0M
MSFC Facilities Engineering Design & Inspection Services	Accura Rosser JV, LLC	NNM17AA04C	8(a) certified WOSB	\$6.0M	\$7.0M
Acquisition & Business Support Services	TBD	TBD	SDB & WOSB	\$ -	\$ -
Center-Wide Administrative Support Services	Hanks, Hanks & Associates, LLC	NNM16AA10C	8(a) certified WOSB	\$4.6M	\$4.0M
Engineering Support	Cepeda Systems & Software Analysis, Inc.	NNM14AA14C	8(a) certified WOSB	\$1.8M	\$1.5M
Marshall Engineering Technician & Trade Support Services	Aerie Aerospace, LLC	NNM15AA19C	8(a) certified WOSB	\$63.2M	\$42.0M
Environmental Engineering & Occupational Health Support Services	HPM Corporation	NNM13AA80C	SDB & WOSB	\$4.6M	\$4.0M
Office of Human Capital Support Services	Aetos Systems	NNM14AA15C	8(a) certified WOSB	\$4.3M	\$6.0M



# MSFC Woman-Owned Small Business Contract Base cont.

<b>TITLE</b>	<b>PRIME</b>	<b>CONTRACT</b>	<b>CLASSIFICATION</b>	<b>FY17 ACTUALS</b>	<b>FY18 PROJECTIONS</b>
MIPSS Configuration & Data Management	Victory Solutions	NNM13AA66T	WOSB & SDVO SB	\$13.7M	\$11.0M
MIPSS Cost Estimation & Analysis	Victory Solutions	NNM13AA64T	WOSB & SDVO SB	\$1.7M	\$1.5M
Protective Services at MAF & MSFC	Security Walls, LLC	NNM17AA25C	SDB & WOSB	\$10.2M	\$8.0M
Utility Control Systems	Aetos Systems	NNM16AA27C	8(a) certified WOSB	\$1.9M	\$2.0M
Total				\$112.6M	\$89.0M



# MSFC Service Disabled Veteran-Owned Small Business Contract Base

<b>TITLE</b>	<b>PRIME</b>	<b>CONTRACT</b>	<b>CLASSIFICATION</b>	<b>FY17 ACTUALS</b>	<b>FY18 PROJECTIONS</b>
Custodial & Refuse Collection Services	AQuate Corporation	NNM13AA21C	8(a) certified SDVO SB	\$3.9M	\$3.5M
Huntsville Operations Support Center Services	COLSA Corporation	NNM17AA12C	SDVO SB	\$34.2M	\$28.0M
MIPSS Configuration & Data Management	Victory Solutions, Inc.	NNM13AA66T	WOSB & SDVO SB	\$13.7M	\$11.0M
MIPSS Cost Estimation & Analysis	Victory Solutions, Inc.	NNM13AA64T	WOSB & SDVO SB	\$1.7M	\$1.5M
MSFC Information Technology Services	All Points Logistics, LLC	NNM16AA01C	SDVO SB	\$30.4M	\$30.0M
Total				\$83.9M	\$74.0M





# MSFC HUBZone Small Business Contract Base

<b>TITLE</b>	<b>PRIME</b>	<b>CONTRACT</b>	<b>CLASSIFICATION</b>	<b>FY17 ACTUALS</b>	<b>FY18 PROJECTIONS</b>
Engineering & Technical Support	Infinite Services & Solutions	NNM17AA35C	HUBZone certified HUBZone SB	\$0.3M	\$0
MSFC Grounds & Maintenance Services	HCI Management Services	NNM16AA17C	8(a) HUBZone certified SB	\$1.8M	\$1.0
Optics Assembly & Fabrication	Linc Research	NNM17AA13C	HUBZone certified SB	\$0.3M	\$0.3
Total				\$2.4M	\$1.3



# MSFC FY 2015-2017 Prime Contractor Cumulative Subcontracting Totals

<b>CATEGORIES</b>	<b>FY15 \$ ACHIEVED</b>	<b>FY15 % ACHIEVED</b>	<b>FY16 \$ ACHIEVED</b>	<b>FY16 % ACHIEVED</b>	<b>FY17 \$ ACHIEVED</b>	<b>FY17 % ACHIEVED</b>
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 FY 2017 Top 10 Large Business Prime Contracts

<b>NO.</b>	<b>CONTRACT TITLE</b>	<b>CONTRACT #</b>	<b>PRIME</b>	<b>CLASSIFICATION</b>	<b>\$ OBLIGATED</b>
1	SLS Stages	NNM07AB03C	The Boeing Company	LB	\$799.6M
2	SLS Booster	NNM07AA75C	Orbital ATK	LB	\$264.3M
3	SLS Engine Restart	NNM16AA02C	Aerojet Rocketdyne	LB	\$235.4M
4	Engineering & Science Services & Skills Augmentation	NNM12AA41C	Jacobs	LB	\$170.8M
5	SLS Interim Cryogenic Propulsion	NNM12AA82C	The Boeing Company	LB	\$66.9M
6	SLS Engine	NNM06AB13C	Aerojet Rocketdyne	LB	\$61.8M
7	Chandra Science Center	NAS8-03060	Smithsonian	NP	\$45.6M
8	SLS RL10 Engine	NNM16AA12C	Aerojet Rocketdyne	LB	\$42.9M
9	Mission Operations & Integration	NNM13AA29C	Teledyne Brown Engineering	LB	\$38.2M
10	Facility & Operations Maintenance Support Services	NNM08AA54C	URS Federal Services, Inc.	LB	\$22.4M





# Space Launch System (SLS) FY 2014-2017 Cumulative Contract Funding Totals

<b>CATEGORIES</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>
Proc. \$	\$1,844.5M	\$1,887.8M	\$2,186.1M	\$2,353.1M
SLS Contract Funding	\$1,101.8M	\$1,200.6M	\$1,200.6M	\$1,494.0M
% of Total	59.7%	63.6%	63.6%	63.5%