

A cosmic background featuring a dark blue and black space filled with numerous stars of varying colors (blue, white, yellow). A prominent blue and purple nebula or galaxy structure is visible in the upper left and center. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its textured surface and polar ice caps. The overall scene is a deep space view.

# MSFC SMALL BUSINESS PROGRAM UPDATE

JULY 25, 2017



# 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
- Mentor Protégé Agreement signing between Jacobs and CRM Solutions under the MSFC ESSSA Contract
- Successful hosting of the 3<sup>rd</sup> Annual HBCU & MSI Partnerships Meeting in February
- Successful hosting of the 23<sup>rd</sup> Marshall Small Business Alliance Meeting in February
- Successful hosting of the NASA SDVO SB Industry Day
- Small Business Executive Leadership Team successful off-site meeting in Muscle Shoals, AL in November
- Marshall Prime Contractor Supplier Council successful three day off-site meetings in San Antonio, TX in November and Monterey, CA in June





# Metrics (Through July 21, 2017)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
<b>PROC. \$</b>			\$12,934.6M			\$1,758.8M		13.6%
<b>SB</b>	23.0%	16.0%	\$1,968.7M	15.2%	12.2%	\$222.0M	12.6%	11.3%
<b>SDB</b>	5.0%	5.0%	\$885.2M	6.8%	4.8%	\$103.3M	5.9%	11.7%
<b>HUBZone</b>	3.0%	3.0%	\$44.1M	0.3%	0.3%	\$2.4M	0.1%	5.4%
<b>WOSB</b>	5.0%	5.0%	\$546.7M	4.2%	3.3%	\$77.4M	4.4%	14.2%
<b>SDVO SB</b>	3.0%	3.0%	\$120.6M	0.9%	3.0%	\$64.8M	3.7%	53.7%

\*Data as of July 21, 2017



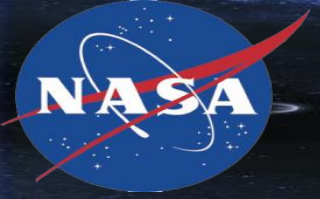
# MSFC Significant FY 2017 Small Business Contract Awards

<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	\$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



# MSFC FY 2017 Prime Contractor Subcontracting Dollars

CATEGORIES	NASA % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED
Total Subcontracting \$		\$400.3M	
SB \$	31%	\$202.7M	50.6%
SDB \$	5%	\$42.5M	10.6%
WOSB \$	5%	\$47.3M	11.8%
HUBZone SB \$	3%	\$13.5M	3.4%
VOSB \$	NA	\$26.0M	7.5%
SDVO SB \$	3%	\$12.9M	3.2%



# 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%



# Prime Contractor Subcontracting Goal Performance

	<b>FY2015</b>	<b>FY 2016</b>	<b>FY 2017</b>
# of Active ISRs	39	38	38
SB	30/39	29/38	33/38
SB %	76.9%	76.0%	86.8%
SDB	19/32	17/29	19/31
SDB %	59.4%	58.6%	61.3%
WOSB	25/33	22/33	27/32
WOSB %	75.8%	66.6%	84.4%
HBCU/MI	6/11	6/10	4/9
HBCU %	54.5%	60.0%	44.4%
HUBZone	9/24	6/23	10/22
HUBZone %	37.5%	26.1%	45.5%
VOSB	19/27	19/28	21/29
VOSB %	70.3%	67.9%	72.4%
SDVO SB	11/22	11/25	12/26
SDVO %	50.0%	44.0%	46.2%





# MSFC FY 2016 Top 10 Large Business Prime Contracts

NO.	CONTRACT TITLE	CONTRACT #	PRIME	CLASSIFICATION	\$ OBLIGATED
1)	SLS Stages	NNM07AB03C	The Boeing Company	LB	\$828.0M
2)	SLS Booster	NNM07AA75C	Orbital ATK Aerospace Systems	LB	\$261.2M
3)	Engineering & Science Services & Skills Augmentation	NNM12AA41C	Jacobs	LB	\$147.1M
4)	SLS Engine Restart	NNM16AA02C	Aerojet Rocketdyne	LB	\$133.7M
5)	SLS Interim Cryogenic Propulsion	NNM12AA82C	The Boeing Company	LB	\$81.7M
6)	SLS Engine	NNM06AB13C	Aerojet Rocketdyne	LB	\$67.9M
7)	Chandra Science Center	NAS8-03060	Smithsonian Astrophysical Observatory	NP	\$59.5M
8)	Mission Operations & Integration	NNM13AA29C	Teledyne Brown Engineering	LB	\$33.2M
9)	Center Operations Support	NNM08AA54C	URS Federal Services, Inc.	LB	\$26.3M
10)	SLS Launch Vehicle Stage	NNM13AA35C	Teledyne Brown Engineering	LB	\$18.7M





# Space Launch System (SLS) FY 2013-2017 Contract Funding Totals

<b>CATEGORIES</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>FY 2015</b>	<b>FY 2016</b>	<b>*FY 2017</b>
Proc. \$	\$1,725.8M	\$1,844.5M	\$1,887.8M	\$2,186.1M	\$1,736.2M
SLS Contract Funding	\$906.2M	\$1,101.8M	\$1,200.6M	\$1,391.2M	\$1,148.9M
% of Total	52.5%	59.7%	63.6%	63.6%	66.2%



# 24-Month Acquisition Forecast

<b>POP EXPIRES</b>	<b>INCUMBENT</b>	<b>CONTRACT</b>	<b>TITLE</b>	<b>NAICS CODE</b>	<b>POTENTIAL VALUE</b>	<b>PREVIOUS COMPETITION</b>
11/30/2017	CH2M Hill	NNM10AA17C	A&E for Environmental Engineering	541330	\$89M	Full & Open
02/22/2018	AQuate Corporation	NNM13AA21C	Custodial & Refuse Collection Services	561720	\$21M	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 (Pending)	Teledyne Brown Engineering	NNM13AA29C	Mission Operations & Integration	541712	\$154M	Full & Open
03/31/2019	COLSA Corporation	NNM17AA12C	Huntsville Operation Support Center	541712	\$65M	SB Sole Source
03/31/2019	MTS	NNM13AA65T	Program Planning & Control	541330	\$40M	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	\$44M	GSA SB Reserve
05/31/2019	Aetos Systems	NNM14AA15C	Human Capital Support	541990	\$25M	8(a) Competition



# In or Nearing Competition

<b>REQUIREMENT</b>	<b>INCUMBENT</b>	<b>PREVIOUS COMPETITION</b>	<b>CURRENT COMPETITION</b>
A&E for Misc. Studies & Design Tasks	GMC Merrick JV	A&E Full & Open	A&E Full & Open
Acquisition & Business Support	Al-Razaq Computing Services	SB Set-Aside	WOSB Set-Aside
Engineering & Science Services & Skills Augmentation	Jacobs	Full & Open	Full & Open
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





# NASA FY17 Industry Award Categories

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



# FY17 Small Business of the Year Nominations

<b>PRIME</b>	<b>CONTRACT TITLE</b>	<b>CONTRACT NUMBER</b>
Aerie Aerospace, LLC	Marshall Engineering, Technician and Trade Support	NNM15AA19C
Aetos Systems	Office of Human Capital Support Services	NNM14AA15C
All Points Logistics, LLC	Marshall Information Technology Services	NNM16AA01C
Bastion Technologies	Safety and Mission Assurance Support Services	NNM07AA74C
MTS	Marshall Integrated Program Support	Task orders
Victory Solutions	Marshall Integrated Program Support	Task orders



# FY17 Small Business Subcontractor of the Year Nominations

<b>SUBCONTRACTOR</b>	<b>NOMINATED BY</b>	<b>CONTRACT TITLE</b>	<b>CONTRACT NUMBER</b>
CRM Solutions, Inc.	Jacobs	Engineering and Science Services and Skills Augmentation	NNM12AA41C
Ensign Bickford Aerospace & Defense	Orbital ATK	Space Launch System (SLS) Booster	NNM07AA75C
Futuramic Tool and Engineering Company	The Boeing Company	Space SLS Stages	NNM07AB03C
Genex Systems	Teledyne Brown Engineering	Mission Operations and Integration	NNM13AA29C
JBS Solutions, Inc.	Teledyne Brown Engineering	SLS Launch Vehicle Stage Adapter	NNM13AA35C
Metalwerks PMD, Inc.	Aerojet Rocketdyne	SLS Engine	NNM06AB13C
Seabrook Solutions, LLC	URS Federal Services, Inc.	Center Operation Support Services	NNM08AA54C





# FY17 Large Business of the Year Nominations

<b>COMPANY</b>	<b>CONTRACT TITLE</b>	<b>CONTRACT NUMBER</b>
Jacobs	Engineering and Science Services and Skills Augmentation	NNM12AA41C
URS Federal Services, Inc.	Center Operation Support Services	NNM08AA54C



# FY17 Mentor Protégé of the Year Nominations

<b>MENTOR</b>	<b>PROTÉGÉ</b>	<b>CONTRACT TITLE</b>	<b>CONTRACT NUMBER</b>
The Boeing Company	AMRO Fabricating Corporation	Space Launch System Stages	NNM07AB03C
URS Federal Services, Inc.	Seabrook Solutions, LLC	Center Operation Support Services	NNM08AA54C



# Active Mentor Protégé Agreements at MSFC

<b>MENTOR</b>	<b>PROTÉGÉ</b>	<b>CONTRACT</b>	<b>START DATE</b>	<b>END DATE</b>
Aerojet Rocketdyne	ICO RALLY	NNM16AA02C	11/19/2015	12/19/2017
Jacobs	CRM Solutions, Inc.	NNM12AA41C	03/20/2017	10/15/2017
The Boeing Company	AMRO Fabricating Corp.	NNM07AB03C	02/10/2014	02/09/2017
URS Federal Services	Seabrook Solutions LLC	NNM08AA54C	03/16/2016	03/16/2017





# NASA FY18 Advocate of the Year Categories

- Small Business Specialist of the Year
- Procurement Person or Team of the Year
- Technical Person or Team of the Year
- Program Person or Team of the Year
- Small Business Technical Coordinator/Advisor of the Year



# Final Thoughts

- Place greater emphasis on prime contractor small business subcontracting goal performance
- Increase collaboration between the MSFC SB office and large business prime contractor leadership teams through planned visits, telecoms, etc. to heighten awareness of the NASA subcontracting program
- Develop an outreach plan designed to target local communities within a 30 to 60 mile radius of MSFC
- Conduct several center-specific mini outreach events showcasing HUBZone, women-owned, and service disabled veteran-owned small businesses
- Work closely with organizational leadership teams to promote the goals and objectives of the NASA SB Program, and to identify new procurement opportunities for SB participation
- Increase collaboration between the SB Office and MSFC small business technical coordinators