



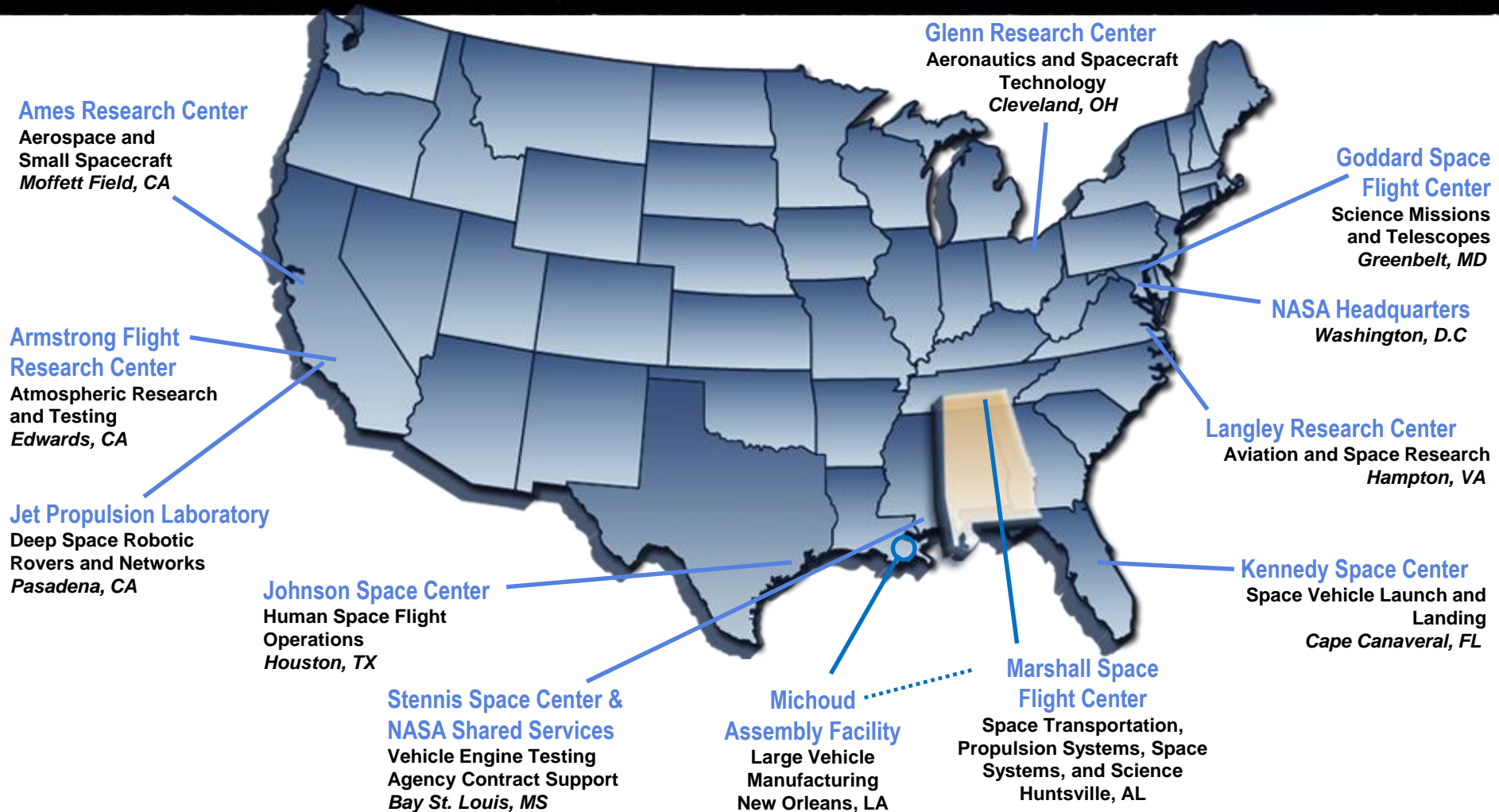
Office of  
**Small Business Programs** (OSBP)  
where small business makes a **big** difference



# Doing Business with Marshall Space Flight Center

August 29, 2018

# NASA Around the Country



**Supporting NASA's mission with unique engineering expertise.**

# NASA Center Small Business Specialists

NASA CENTER	CONTACT	PHONE NO.:	E-MAIL ADDRESS
<b>Ames Research Center</b>	Christine Munroe	650-604-4695	christine.l.munroe@nasa.gov
<b>Armstrong Flight Research Center</b>	Robert Medina	661-276-3343	robert.medina-1@nasa.gov
<b>Glenn Research Center</b>	Eunice Adams-Sipp	216-433-6644	eunice.j.adams-sipp@nasa.gov
<b>Goddard Space Flight Center</b>	Elizabeth Haase	301-286-3443	elizabeth.a.haase@nasa.gov
<b>Jet Propulsion Laboratory</b>	Felicia Bell	818-393-8054	felidia.bell@jpl.nasa.gov
<b>Johnson Space Center</b>	Rob Watts	281-483-7723	robert.e.watts@nasa.gov
<b>Kennedy Space Center</b>	Joyce McDowell	321-867-3437	joyce.c.mcdowell@nasa.gov
<b>Langley Research Center</b>	Robert Betts	757-864-6074	robert.betts@nasa.gov
<b>Marshall Space Flight Center</b>	David Brock	256-544-0267	david.e.brock@nasa.gov
<b>NASA Management Office</b>	Rick Ellerbe	818-354-2595	chanrick.m.ellerbe@nasa.gov
<b>NASA Shared Services Center</b>	Troy Miller	228-813-6558	troy.e.miller@nasa.gov
<b>Stennis Space Center</b>	Kay Doane	228-813-6062	kay.s.doane@nasa.gov

# Marshall at a Glance



**\$2.5 billion**  
budget in fiscal year 2018



**6<sup>th</sup> largest**  
employer in the Huntsville -  
Madison county area



**> 5,500**  
employees at Marshall  
(2,300 civil service employees in  
fiscal year 2018)



**4.5 million**  
square feet of space occupied  
in Huntsville



**MAF**  
2.2M square feet of  
manufacturing space at  
Michoud Assembly Facility in  
New Orleans

- Marshall is an engine of opportunity for its community and beyond.

# The Space Launch System (SLS) Program, Major Program at MSFC

CATEGORIES	FY14	FY15	FY16	FY17
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%

# SLS Contracts at MSFC

PRIME	CONTRACT #	TITLE
Aerojet Rocketdyne	NNM16AA12C	SLS RL-10 Adaptation
Aerojet Rocketdyne	NNM16AA02C	SLS RS-25 Production Restart
Northrop Grumman	NNM07AA75C	SLS Booster Flight Set and Obsolescence and Life Extension
Teledyne Brown Engineering	NNM13AA35C	SLS Launch Vehicle Stage Adapter
The Boeing Company	NNM12AA82C	SLS Interim Cryogenic Propulsion System
The Boeing Company	NNM07AB03C	SLS Stages

# SLS Contracts Dominate Top 10 Contracts at MSFC

NO.	CONTRACT TITLE	CONTRACT #	PRIME	CLASSIFICATION	\$ OBLIGATED
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

# 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



# Metrics (Through July 31, 2018)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$13,866.5M			\$2,168.8M		15.6%
SB	23.0%	16.0%	\$2,077.7M	15.0%	11.3%	\$255.1M	11.8%	12.3%
SDB	5.0%	5.0%	\$991.7M	7.2%	5.0%	\$129.0M	5.9%	13.0%
HUBZone	3.0%	3.0%	\$57.4M	0.4%	0.4%	\$3.1 M	0.1%	5.4%
WOSB	5.0%	5.0%	\$575.5M	4.2%	4.1%	\$87.2M	4.0%	15.2%
SDVO SB	3.0%	3.0%	\$142.5M	1.0%	3.1%	\$73.8M	3.4%	51.8%

# NASA and MSFC FY 2017 Subcontracting Dollars

CATEGORIES	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC \$ ACHIEVED	MSFC % ACHIEVED
Total Subcontracting \$		\$6,583.8M		\$841.7M	
SB \$	37.1%	\$2,810.4M	42.7%	\$402.3M	47.8%
SDB \$	5.0%	\$772.7M	11.7%	\$69.2M	8.2%
WOSB \$	5.0%	\$682.2M	10.4%	\$88.6M	10.5%
HUBZone \$	3.0%	\$209.1M	3.2%	\$20.8M	2.5%
SDVO SB \$	3.0%	\$237.1M	3.6%	\$24.1M	2.9%

# Top 5 NAICS Codes at the Marshall Space Flight Center

NAICS Codes	Description	Dollars Obligated in FY 2017
336415	Guided Missile and Space Vehicle Propulsion Units and Propulsion Unit Parts Manufacturing	\$1,131M
541715	Research and Development in the Physical, Engineering, and Life Sciences	\$ 654M
541330	Engineering, and Life Sciences	\$ 239M
561220	Facility Support Services	\$ 110M
541513	Computer Facilities Management Services	\$ 30M

# 36-Month Acquisition Forecast

END DATE	INCUMBENT	CONTRACT NUMBER	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION
09/22/2019	AQuate Corporation	NNM13AA21C	Custodial & Refuse Collection Services	561720	\$ 21M	8(a) Sole Source
03/31/2020	Victory Solutions, Inc.	NNM13AA64T	Cost Estimating & Analysis	541330	\$ 9M	GSA SB Reserve
03/31/2020	MTS	NNM13AA65T	Program Planning & Control	541330	\$ 41M	GSA SB Reserve
03/31/2020	Victory Solutions, Inc.	NNM13AA66T	Configuration & Data Management	541330	\$ 65M	GSA SB Reserve
03/31/2020	MTS	NNM13AA67T	Project Coordination	541330	\$ 52M	GSA SB Reserve
03/31/2020	MTS	NNM14AA02T	Subject Matter Expertise	541330	\$ 53M	GSA SB Reserve
03/31/2020	TBD		Marshall Operations Systems, Services, and Integration	541715	\$650M	TBD
03/31/2021	IHS Global, Inc.	NNM16AA13C	NASA Integrated Technical Standards Systems	518210	\$ 8M	Full & Open
03/31/2021	Aerie Aerospace, LLC	NNM15AA19C	Marshall Engineering Technician & Trade Support	541330	\$231M	8(a) Competition
08/31/2021	HCI Management Services	NNM16AA17C	Grounds & Maintenance Services	561730	\$ 11M	8(a) Sole source
10/31/2021	All Points Logistics, LLC	NNM16AA01C	MSFC Information Technology Services	541513	\$194M	SDVO SB set-aside

# FOIA Requests

Performance work statements may be requested in writing from:  
(Email preferred)

<https://socialforms.nasa.gov/foia>

## Agency FOIA contact

Nikki N. Gramian  
Principal Agency FOIA Officer  
Chief, NASA FOIA Public Liaison  
Officer  
(202) 358-0625

## MSFC FOIA contact

Robert Young  
MSFC FOIA Public Liaison Officer  
NASA Headquarters  
MS 5-L19, 300 E Street, SW  
Washington, DC 20546  
(202) 358-1030  
[hq-foia@nasa.gov](mailto:hq-foia@nasa.gov)

# Other Procurement Opportunities

- ❖ Construction Buys
- ❖ Small Purchases Below The \$25K Threshold
- ❖ Simplified Acquisitions Between \$25K And \$250K
- ❖ One Time Buys Above The Simplified Acquisition Threshold
- ❖ Small Business Innovative Research Opportunities
- ❖ Small Business Technology Transfer Opportunities

# Utilize the NASA Active Contracts Lists for Tracking Future Competitions

- ❖ Accounting, Financial, And Business Services Contracts
- ❖ Administrative Services Contracts
- ❖ Engineering
- ❖ Environmental Remediation Contracts
- ❖ Facility Contracts
- ❖ Information Technology Contracts
- ❖ Multiple Award Construction Contracts
- ❖ Occupational Health Contracts
- ❖ Protective Services Contracts

# Before You Go visit...

- ❖ NASA Office of Small Business Programs (OSBP) Website:  
<https://osbp.nasa.gov/>
- ❖ “Doing Business with Marshall Space Flight Center (MSFC)”  
Website: [https://ec.msfc.nasa.gov/doing\\_business/](https://ec.msfc.nasa.gov/doing_business/)
- ❖ Acquisition forecast tool:  
<http://www.hq.nasa.gov/office/procurement/forecast/>
- ❖ Acquisition planning tool:  
[http://ec.msfc.nasa.gov/doing\\_business/index.php?apt](http://ec.msfc.nasa.gov/doing_business/index.php?apt)



# Register Before You Go at...

- ❖ System for Award Management at:  
<https://www.sam.gov/portal/public/SAM/>
- ❖ NASA Vendor Data Base found at:  
[http://osbp.nasa.gov/vendor\\_database.html](http://osbp.nasa.gov/vendor_database.html)
- ❖ MSFC Small Business Directory found at:  
<https://ec.msfc.nasa.gov/cgi-bin/sbd/sbdp.cgi>

# Review the MSFC Small Business Marketing Guide, an Excellent Marketing Tool

- ❖ Contacts (e.g., NASA OSBP, Center SBSs, MSFC Small Business Technical Coordinators, NASA SBIR/STTR contacts, Team Redstone, etc.)
- ❖ MSFC Prime Contractor List
- ❖ MSFC Repetitive Requirements List
- ❖ Top MSFC NAICS Codes
- ❖ FOIA Information
- ❖ NASA Mentor Protégé Program Information
- ❖ MSFC Small And Large Business Councils

# Why Should We Support America's Small Business Programs?

- ❖ Preserves and promotes the free enterprise system
- ❖ Broadens industrial base
- ❖ Creates jobs
- ❖ Stimulates innovativeness and inventiveness throughout U. S. economy
- ❖ Sustain and maintains economic growth
- ❖ It's the law!

# Impact of Small Businesses on U. S. Economy

- ❖ Estimated 28.2 million small businesses in U.S.
- ❖ Represent 99.7% of U.S. employer firms
- ❖ Employ approximately 48% of U.S. workers
- ❖ Generated 63% of net new jobs in U.S. from 1993 to mid 2013
- ❖ Hire 37% of high tech workers (scientists, engineers, computer programmers, etc.)
- ❖ Produce 16 times more patents per employee than large patenting firms

# Business Realities

- ❖ In one year, 1 million start a business, but the reality is:
  - 40 percent will fail during their first year of being in business;
  - 80 percent will have failed before the end of the fifth year; and
  - 96 percent by year 10.
  - Only 1 in 30 will grow a business to exceed a million dollars in gross sales.
- ❖ The big question is why are some companies successful while most others are not?

# Business Realities (Cont.)

- ❖ Today's reality is that business is 15 percent technical, 85 percent people
- ❖ People are what make business with technology a distant second
- ❖ Technicians who start businesses are good at what they do, but seldom good at anything else

# Striving For Entrepreneurial Success

- ❖ Look for opportunities to do something better than anyone else
- ❖ Accept risk as a necessary evil
- ❖ Setting goals is not enough, need a plan...never greet the morning without a map
- ❖ Learn from others
- ❖ Make sure the math works, if it does not, the business will not either
- ❖ Make sure employees understand and work toward the mission
- ❖ It is not about the income, it is about the outcome