

The background of the slide is a deep space scene. It features a dark blue and black sky filled with numerous stars of varying brightness. A prominent feature is a bright, glowing nebula or star cluster in the upper left quadrant. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its characteristic surface features. In the center, a smaller, pale planet or moon is seen in a crescent phase. The overall atmosphere is that of a vast, starry universe.

**SMALL BUSINESS EXECUTIVE
LEADERSHIP TEAM
FALL OFF-SITE MEETING**

**MSFC SMALL BUSINESS PROGRAM
UPDATE**

November 5, 2015



Metrics (Through September 30, 2015)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$14,419.5M			\$1,887.8M		13.1%
SB	23.0%	17.0%	\$2,503.2M	17.4%	11.8%	\$270.2M	14.3%	10.8%
SDB	5.0%	5.0%	\$1,260.7M	8.7%	4.7%	\$117.7M	6.2%	9.3%
HUBZone	3.0%	3.0%	\$96.9M	0.7%	0.3%	\$35.7M	1.9%	36.8%
WOSB	5.0%	5.0%	\$492.0M	3.4%	1.7%	\$68.0M	3.6%	13.8%
SDVO SB	3.0%	3.0%	\$102.9M	0.7%	1.7%	\$42.7M	2.3%	41.5%

*Data as of October 8, 2015



MSFC FY 2012 - 2015 Small Business Direct Dollar Achievements

CATEGORIES	FY2012	FY2013	FY2014	FY2015
Proc. \$	\$1,958.5M	\$1,725.8M	\$1,844.5M	\$1,887.8M
SB % Goals	7.5%	7.6%	9.8%	11.8%
SB \$	\$257.1M	\$306.6M	\$293.5M	\$270.2M
SB % Achieved	13.1%	17.8%	15.9%	14.3%
SDB % Goals	2.3%	2.4%	3.6%	4.7%
SDB \$	\$101.7M	\$113.0M	\$111.6M	\$117.7M
SDB % Achieved	5.2%	6.5%	6.1%	6.2%
WOSB % Goals	1.5%	1.5%	1.1%	1.7%
WOSB \$	\$55.2M	\$72.2M	\$64.8M	\$68.0M
WOSB % Achieved	2.8%	4.2%	3.5%	3.6%
HUBZone SB % Goals	0.2%	0.2%	0.3%	0.3%
HUBZone SB \$	\$41.3M	\$50.8M	\$42.4M	\$35.7M
HUBZone SB % Achieved	2.1%	2.9%	2.3%	1.9%
SDVO SB % Goals	1.0%	1.1%	1.0%	1.7%
SDVO SB \$	\$23.1M	\$31.6M	\$36.3M	\$42.7M
SDVO SB % Achieved	1.2%	1.8%	2.0%	2.3%



MSFC FY 2015 Top 20 Prime Contractors

NO.	PRIME	BUSINESS CLASSIFICATION	FY 2015 FUNDING
1.	The Boeing Company	LB	\$ 719.5M
2.	Orbital ATK	LB	\$ 240.7M
3.	Jacobs	LB	\$ 194.9M
4.	Aerojet Rocketdyne	LB	\$ 175.8M
5.	Dynetics	SB & LB	\$ 86.1M
6.	Teledyne Brown Engineering	LB	\$ 59.9M
7.	Smithsonian Astrophysical Observatory	NP	\$ 57.6M
8.	IPC	SDB/WOSB/HUBZone	\$ 34.8M
9.	COLSA Corporation	SDVO SB	\$ 26.0M
10.	CH2M	LB	\$ 25.5M



MSFC FY 2015 Top 20 Prime Contractors (Cont.)

NO.	PRIME	BUSINESS CLASSIFICATION	FY 2015 FUNDING
11.	MTS	VOSB	\$ 25.2M
12.	Bastion Technology	SDB	\$ 25.1M
13.	URS	LB	\$ 23.0M
14.	Southwest Research Institute	NP	\$ 21.8M
15.	Al-Razaq Computing Services	SDB	\$ 11.8M
16.	Victory Solutions	WOSB/SDVO SB	\$ 11.0M
17.	Ball Aerospace	LB	\$ 10.1M
18.	Excalibur Associates	SB	\$ 9.0M
19.	University of Arizona	NP	\$ 7.1M
20.	KAYA & Associates	SDB/8(a)	\$ 6.8M



MSFC FY 2015 Top 20 Small Business Prime Contracts

#	PRIME	CONTRACT #	CONTRACT TITLE	CLASS.	\$ OBLIGATED
1.	Dynetics	NNM10AA03C	IT Services	SB	\$ 56.0M
2.	IPC	NNM08AA20C	Engineering Technician & Trade	SDB-WOSB-8(a)-HZ	\$ 34.8M
3.	COLSA	NNM12AA10C	Huntsville Operations Support Center	SDVO SB	\$ 26.0M
4.	Bastion	NNM07AA74C	Safety & Mission Assurance	SDB	\$ 25.1M
5.	Al-Razaq Computing Services	NNM11AA30C	Acquisition & Business Support Services	SDB	\$ 11.8M
6.	MTS	NNM13AA67T	Project Coordination	VOSB	\$ 9.8M
7.	Victory Solutions	NNM13AA66T	Configuration & Data Mgmt.	WOSB-SDVO SB	\$ 9.7M
8.	Excalibur Associates	NNM12AA08C	Protective Services	VOSB	\$ 9.0M
9.	MTS	NNM14AA02T	Subject Matter Expertise	VOSB	\$ 8.5M
10.	MTS	NNM13AA65T	Project Planning & Control	VOSB	\$ 6.9M



MSFC FY 2015 Top 20 Small Business Prime Contracts (Cont.)

#	PRIME	CONTRACT #	CONTRACT TITLE	CLASS.	\$ OBLIGATED
11.	KAYA	NNM11AA39C	A&E Design Support	SDB-8(a)	\$ 6.8M
12.	Analytical Services	NNM12AA53C	Strategic Analysis & Communications	SB	\$ 6.0M
13.	Deltha-Critique	NNM08AA28C	Administrative Services	SDB-8(a)	\$ 4.9M
14.	AQuate	NNM13AA21C	Custodial & Refuse Collection	SDB-SDVO SB-8(a)	\$ 4.3M
15.	HPM	NNM13AA80C	Environmental & Occupational Health	SDB-WOSB	\$ 4.0M
16.	Aetos Systems	NNM14AA15C	Human Capital	SDB-WOSB-8(a)	\$ 2.2M
17.	Aetos Systems	NNM14AA20C	Utility Control	SDB-WOSB-8(a)	\$ 1.6M
18.	Victory Solutions	NNM13AA64T	Cost Estimation & Analysis	WOSB-SDVO SB	\$ 1.3M
19.	Chugach	NNM11AA31C	Grounds Maintenance	SDB-8(a)	\$ 1.1M
20.	Optical Sciences	NNM14AA09C	Engineering Support	SB	\$ 1.1M



Space Launch System (SLS) FY 2011 – 2015 Contract Funding Totals

CATEGORIES	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
Proc. \$	\$2,019.4M	\$1,958.5M	\$1,725.8M	\$1,844.5M	\$1,887.8M
SLS \$	\$1,118.8M	\$1,092.9M	\$ 906.2M	\$1,101.8M	\$1,200.6M
% of Total	55.4%	55.8%	52.5%	59.7%	63.6%



MSFC 24-Month Acquisition Watch List

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	POTENTIAL NAICS CODE	VALUE	PREVIOUS COMPETITION	RFP RELEASE
02/29/2016	KAYA Associates	NNM11AA39C	On-site Architect Engineering Design Services	541330	\$29M	8(a) Competition	FY16 2 nd QTR
04/30/2016	Al-Razaq Computing Services	NNM11AA30C	Acquisition and Business Support Services	561210	\$99M	SB Set-Aside	FY16 1 st QTR
12/30/2016	Excalibur Associates	NNM12AA08C	Protective Services at MSFC and MAF	561612	\$46M	GSA SB Reserve	FY16 2 nd QTR
01/31/2017	Bastion Technology	NNM07AA74C	Safety & Mission Assurance	541712	\$375M	SB Set-Aside	FY 16 2 nd QTR
01/31/2017	CH2M	NNM12AA05C	Logistics Services	561210	\$85M	Full & Open	FY 16 2 nd QTR
03/31/2017	COLSA	NNM12AA08C	Huntsville Operations Support Center	541712	\$128M	SB Set-Aside	FY 16 4 th QTR
05/31/2017	CH2M	NNM10AA17C	A&E for Environmental Engineering	541330	\$75M	Full & Open	FY 17 1 st QTR
07/31/2017	Jacobs	NNM12AA41C	Engineering & Science Systems & Skills Augmentation	541712	\$639M	Full & Open	FY 17 1 st QTR
09/30/2017	Analytical Services	NNM12AA53C	Office of Strategic Analysis & Comm.	541712	\$52M	GSA SB Reserve	FY17 2 nd QTR



When Performing Market Research

- Identify appropriate NAICS code and corresponding size standard for both new and recurring requirements.
- Decision to utilize GSA schedules will be made as early as possible to allow companies not on schedule opportunity to apply.
- Issuance of sources sought notices for all competitive procurements:
 - Competitive determinations are influenced by responses.
 - Competitive set-aside types can change from one competition to another based on responses



This & That

- Appointment of FY 2016 Procurement Small Business Action Team.
- Planning and coordination of February Marshall Small Business Alliance Meeting.
- FY 2016 and beyond challenge of meeting the MSFC HUBZone SB goal.
- NASA Regional Business Forum Initiative.
- Ongoing NASA/MSFC HBCU/MSI initiative (e.g., NASA FY 2016 mentor protégé roadshow, HBCU/MSI joint counseling session planned for February, planning visits with faculty and students at several HBCU's & MSIs in FY 2016, 3rd Annual HBCU & MSI Partnerships Meeting in September, etc.).
- Working on creation of SLS Brochure.