

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 and colors, including some blue and purple hues. A prominent, bright star is visible in the center. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its textured surface and some darker regions. The overall atmosphere is that of a vast, starry universe.

# **MARSHALL SMALL BUSINESS ALLIANCE MEETING**

## **MSFC SMALL BUSINESS PROGRAM UPDATE**

**David E. Brock**

**September 17, 2015**



# Metrics (Through September 30, 2014)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
<b>PROC. \$</b>			\$13,564.9M			\$1,844.5M		13.6%
<b>SB</b>	23.0%	19.7%	\$2,491.3M	18.4%	9.1%	\$293.5M	15.9%	11.8%
<b>SDB</b>	5.0%	5.0%	\$1,218.9M	9.0%	3.6%	\$111.6M	6.1%	9.2%
<b>HUBZone</b>	3.0%	3.0%	\$117.5M	0.9%	0.3%	\$42.4M	2.3%	36.0%
<b>WOSB</b>	5.0%	5.0%	\$448.3M	3.3%	1.1%	\$64.8M	3.5%	14.5%
<b>SDVO SB</b>	3.0%	3.0%	\$78.1M	0.6%	1.0%	\$36.3M	2.0%	46.5%



# FY 2014 NASA & MSFC Cumulative Subcontracting Dollars

<b>CATEGORIES</b>	<b>NASA % GOALS</b>	<b>NASA \$ ACHIEVED</b>	<b>NASA % ACHIEVED</b>	<b>MSFC \$ ACHIEVED</b>	<b>MSFC % ACHIEVED</b>
Total Subcontracting		\$ 5,709.5M		\$ 537.2M	
SB	36%	\$ 2,321.1M	40.7%	\$ 350.6M	65.3%
SDB	5%	\$ 701.2M	12.3%	\$ 73.7M	13.7%
WOSB	5%	\$ 573.2M	10.0%	\$ 93.6M	17.4%
HUBZone SB	3%	\$ 114.8M	2.0%	\$ 13.4M	2.5%
VOSB	NA	\$ 283.7M	5.0%	\$ 29.6M	5.5%
SDVO SB	3%	\$ 170.5M	3.0%	\$ 21.1M	3.9%
HBCU/MSI	NA	\$ 12.2M	0.2%	\$ 1.2M	0.2%



# FY 2014 NASA & MSFC Direct & Subcontracting Dollars

<b>CATEGORIES</b>	<b>NASA \$ ACHIEVED</b>	<b>NASA % ACHIEVED</b>	<b>MSFC \$ ACHIEVED</b>	<b>MSFC % ACHIEVED</b>
Proc.	\$13,564.9M		\$1,844.5M	
SB	\$ 4,812.4M	35.5%	\$ 644.2M	34.9%
SDB	\$ 1,920.1M	14.2%	\$ 185.3M	10.0%
WOSB	\$ 1,021.5M	7.5%	\$ 158.4M	8.6%
HUBZone SB	\$ 232.3M	1.7%	\$ 55.8M	3.0%
SDVO SB	\$ 248.6M	1.8%	\$ 57.4M	3.1%



# Metrics (Through August 31, 2015)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
<b>PROC. \$</b>			\$13,313.9M			\$1,816.7M		13.6%
<b>SB</b>	23.0%	17.0%	\$2,146.9M	16.1%	11.8%	\$244.3M	13.4%	11.3%
<b>SDB</b>	5.0%	5.0%	\$1,064.7M	8.0%	4.7%	\$104.7M	5.8%	9.8%
<b>HUBZone</b>	3.0%	3.0%	\$74.9M	0.6%	0.3%	\$35.7M	2.0%	47.7%
<b>WOSB</b>	5.0%	5.0%	\$428.2M	3.2%	1.7%	\$58.5M	3.2%	13.7%
<b>SDVO SB</b>	3.0%	3.0%	\$87.1M	0.7%	1.7%	\$40.9M	2.3 %	47.0%



# MSFC FY 2015 Highlights

- MSFC Associate Director presents MSFC Small Business Program best practices to NASA Associate Administrators across NASA in January.
- Administrator Bolden presents MSFC Center Director with the “FY 2014 Administrator’s Cup Award,” for having the best Small Business Program at NASA.
- Briefing to MSFC Integrated Mission Support Council on MSFC Small Business Program successes and FY 2016 challenges.
- Successful completion of two Contracting Officer six month rotations to the SB Office.



# MSFC FY 2015 Highlights – Hosted Outreach Events

- Hosting of the Marshall Small Business Alliance (MSBA) meeting in February.
- Co-hosting of the Montgomery Supplier Conference in April.
- Hosting of the Supplier Conference featuring AS9100C suppliers in June.
- Co-hosting of the New Orleans Small Business Forum in New Orleans, LA in August.
- Hosting of the HBCU & MSI Partnerships Meeting in September.
- Hosting of the MSFC FY 2015 Industry & Advocates Award Ceremony in September.
- Hosting of the MSBA meeting in September.



# MSFC FY 2015 Highlights – Large Business Prime Contractor Visits

- Aerojet Rocketdyne Space Launch System Engine Management Team at their De Soto Facility in Canoga Park, CA in April.
- Jacobs Engineering and Science Systems and Skills Augmentation (ESSA) Management Team at their Huntsville location in April.
- Teledyne Brown Engineering (TBE) Management Team at their Huntsville location in June.
- United Launch Alliance Management Team at their Centennial, CO location in June.
- Boeing SLS Management Team at their Huntsville location in September.
- Orbital ATK SLS Booster Management Team at their Promontory, UT location in September.





# MSFC FY 2015 Highlights – Mentor Protégé Agreement Signings

- Jacobs and Linc Research, a HUBZone Certified SB under the ESSSA Contract in December.
- TBE and the University of Nevada Las Vegas, a Minority Serving Institution under the Mission Operations & Integration (MOI) Contract in July.
- TBE and Alabama State, a Historically Black College & University under the MOI Contract in July.
- Aerojet Rocketdyne and ICO Rally, a HUBZone Certified WOSB under the Space Launch System Engine Contract (awaiting NASA OSBP approval).



# Small Business Chat Sessions

- Collaborate with individual buying groups to:
  - Answer questions
  - Discuss issues
  - Seek recommendations on how to improve lines of communication between SB Office and buying groups
  - Discuss current program challenges



# When Performing Market Research

- Identify appropriate NAICS code and corresponding size standard for both new and recurring requirements.
- Issuance of request for information:
  - Competitive determinations are influenced by responses.
  - Competitive set-aside types can change from one competition to another based on responses, and whether or not Agency and/or centers are meeting goals in SB sub-categories (i.e., HUBZone, SDVO SB, & WOSB).
- SBs interested in future acquisitions should start the marketing process 18 to 24 months out.