

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 galaxy structure in the upper left quadrant. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its textured surface and atmospheric haze. The overall lighting is soft, with a subtle glow around the planet and the nebula.

# **MARSHALL SMALL BUSINESS ALLIANCE MEETING**

## **MSFC SMALL BUSINESS PROGRAM UPDATE**

**David E. Brock**

**February 18, 2016**



# Metrics (Through September 30, 2015)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
<b>PROC. \$</b>			\$14,425.2M			\$1,889.4M		13.1%
<b>SB</b>	23.0%	17.0%	\$2,505.3M	17.4%	11.8%	\$270.3M	14.3%	10.8%
<b>SDB</b>	5.0%	5.0%	\$1,262.6M	8.8%	4.7%	\$117.7M	6.2%	9.3%
<b>HUBZone</b>	3.0%	3.0%	\$96.9M	0.7%	0.3%	\$35.7M	1.9%	36.8%
<b>WOSB</b>	5.0%	5.0%	\$493.4M	3.4%	1.7%	\$68.0M	3.6%	13.8%
<b>SDVO SB</b>	3.0%	3.0%	\$102.9M	0.7%	1.7%	\$42.7M	2.3 %	41.5%

\*Data as of November 5, 2015



# MSFC FY 2015 Cumulative Subcontracting Totals

<b>CATEGORIES</b>	<b>NASA % GOALS</b>	<b>\$ ACHIEVED</b>	<b>% ACHIEVED</b>
SV		\$ 669.3M	
SB	36%	\$ 285.9M	42.7%
SDB	5%	\$ 54.4M	8.1%
WOSB	5%	\$ 81.4M	12.2%
HUBZone	3%	\$ 15.6M	2.3%
VOSB	N/A	\$ 32.3M	4.8%
SDVO	3%	\$ 20.6M	3.1%
HBCU/MSI	N/A	\$ 1.3M	0.2%



# MSFC FY 2015 Small Business Direct & Subcontracting Achievements

<b>CATEGORIES</b>	<b>SUBCONTRACTING</b>	<b>DIRECTS</b>	<b>CUMULATIVE</b>	<b>% ACHIEVED</b>
Available \$			\$ 1,889.4M	
SB	\$ 285.9M	\$ 270.3M	\$ 556.2M	29.4%
SDB	\$ 54.4M	\$ 117.7M	\$ 172.1M	9.1%
WOSB	\$ 81.4M	\$ 68.0M	\$ 149.4M	7.9%
HUBZone	\$ 15.6M	\$ 35.7M	\$ 51.3M	2.7%
VOSB	\$ 32.3M	\$ 80.3M	\$ 112.6M	6.0%
SDVO	\$ 20.6M	\$ 42.7M	\$ 63.3M	3.4%



# MSFC FY 2015 Top 20 Prime Contractors

<b>NO.</b>	<b>PRIME</b>	<b>BUSINESS CLASSIFICATION</b>	<b>FY 2015 FUNDING</b>
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.)

<b>NO.</b>	<b>PRIME</b>	<b>BUSINESS CLASSIFICATION</b>	<b>FY 2015 FUNDING</b>
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



# Metrics (Through January 31, 2016)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$4,790.5M			\$930.7M		19.4%
SB	23.0%	16.75%	\$502.0M	10.5%	12.1%	\$83.0M	8.9%	16.5%
SDB	5.0%	5.0%	\$280.4M	5.9%	4.7%	\$42.0M	4.5%	15.0%
HUBZone	3.0%	3.0%	\$11.9M	0.2%	0.3%	\$1.3M	0.1%	10.9%
WOSB	5.0%	5.0%	\$133.4M	2.8%	3.0%	\$31.3M	3.4%	23.5%
SDVO SB	3.0%	3.0%	\$30.6M	0.6%	2.0%	\$12.7M	1.4%	41.5%

\*Data as of February 5, 2016



# MSFC FY 2016 Small Business Program Highlights

- Mentor Protégé Agreement (MPA) between Aerojet Rocketdyne & ICO RALLY, a HUBZone certified WOSB under the Space Launch System Engine Contract.
- MPA between URS & Seabrook Solutions, an 8(a) certified EDWOSB under the MSFC Center Operations Support Center Contract.
- SB set-aside of the Logistics Services requirement.
- Robert (Bob) Devlin, Deputy Manager, Officer of Center Operations selection as the NASA FY 2015 Small Business Program Person of the Year.





# MSFC Significant FY 2016 Small Business Contract/Purchase Order Awards

AWARD DATE	AWARDEE	CLASSIFICATION	CONTRACT	TITLE	POTENTIAL VALUE
11/20/2015	Aerie Aerospace	SDB-WOSB-8(a)	NNM15AA19C	MSFC Engineering Technician & Trades Support	\$232.3M
12/16/2015	Hanks, Hanks & Associates	SDB-WOSB-8(a)	NNM16AA10C	Center-wide Administrative Support Services	\$ 29.3M
12/17/2015	Madison Electric	SB	NNM16AB62D	Revitalize Electrical Systems Bldg. 4755	\$ 2.4M
01/17/2016	Advanced Mobile Propulsion Test	HUBZone SB	NNM16AB56P	In-space Engine Hot Fire Testing	\$ 603K
01/19/2016	Radiance Technology	SB	NNM16AB80T	Development of the SLS Core Stage Pathfinder Vehicle	\$ 8.6M
02/01/2016	Southeast Cherokee	SDB-WOSB-HUBZone	NNM16AA11C	Revitalize Electrical Systems Bldg. 4711	\$ 1.8M



# MSFC FY 2016 Program Focus Areas

- Objective 1: Program Advocacy
- Objective 2: Creation of Innovative Outreach Tools
- Objective 3: Improve Performance Against NASA SB Sub-category Goals.



# Objective 1: Program Advocacy

- Accomplishing objective:
  - Conduct annual industry and advocate award ceremony to honor significant contributions made to program;
  - continue CO six-month rotations to the SB Office;
  - collaboration with key managers across all organizations at MSFC to discuss program goals and objectives;
  - annual prime contractor management team visits;
  - collaboration with industry partners at bi-monthly and off-site Marshall Prime Contractors Supplier Council and Small Business Executive Leadership Team meetings;
  - appointment of annual Procurement Small Business Action Team; and
  - continue semi-annual “Chat” sessions with Office of Procurement individual buying groups to discuss program challenges and objectives.



# Objective 2: Creation of Innovative Outreach Tools

- Accomplishing objective:
  - Enhance the quality of information shared at each Marshall Small Business Alliance Meeting;
  - planning and coordination of several Regional Business Forums each fiscal year; and
  - work more closely with SBS at other NASA Centers in the planning and coordination of special outreach events.



# Objective 3: Improve Performance Against NASA SB Sub-category Goals.

- Accomplishing objective:
  - Identify new set-aside requirements; and
  - conversion of existing set-asides to other set-aside types (e.g., WOSB, SDVO SB and HUBZone SB)



# Set-aside Watch List

<b>TITLE</b>	<b>INCUMBENT</b>	<b>PREVIOUS COMPETITION</b>	<b>RECOMPETE</b>
Acquisition & Business Support Services	Al-Razaq Computing Services	SB Set-aside	WOSB Set-aside
Huntsville Operations Support Center	COLSA	SB Set-aside	TBD
Logistics Services	CH2M	Full & Open	SB Set-aside (GSA LogWorld)
On-site A&E Design Services	KAYA Associates	8(a) Competition	8(a) Competition
Office of Strategic Analysis & Communication Support Services	Analytical Services	SB Set-aside	TBD
Protective Services at MSFC and MAF	Excalibur Associates	SB Set-aside	TBD
Safety & Mission Assurance Services	Bastion Technologies	SB Set-aside	SB Set-aside



# MSFC Small Business Marketing Guide

## Your Doorway to the NASA/MSFC Marketplace

Key areas addressed in guide include:

- Section 2:
  - 2.2 NASA Center Small Business Specialists
  - 2.3 NASA Center SBIR/STTR Contacts
  - 2.4 MSFC Small Business Program Contacts
  - 2.5 MSFC Small Business Technical Coordinators List
  - 2.6 Team Redstone Small Business Program Contacts
- Section 3:
  - Prime Contractor List and Point of Contacts per Prime
- Section 4:
  - MSFC Repetitive Requirements list
- Section 6:
  - Freedom of Information Act (FOIA)



# MSFC Small Business Marketing Guide

## Your Doorway to the NASA/MSFC Marketplace

- Section 7:
  - Acquisition Search Tools
- Section 8:
  - NASA Vendor Database
- Section 9:
  - NASA Mentor Protégé Program
- Section 10:
  - Marshall Prime Contractors Supplier Council
- Section 11:
  - Small Business Executive Leadership Team

*MSFC Small Business Marketing Guide found at: [https://ec.msfc.nasa.gov/doing\\_business/](https://ec.msfc.nasa.gov/doing_business/)  
Under the “Marketing Tools” drop-down menu*





# Small Business Innovation Research Small Business Technology Transfer

February 2016

Lynn Garrison  
/MSFC Small Business Technical Coordinator  
SBIR/STTR Technology Infusion Manager



# Structure of the Programs

Concept

Infusion or  
Commercialization



## Phase I Feasibility

- Value (\$125K)
- Period of Perf. SBIR: 6 months  
**STTR: 12 months**



## Phase II R&D

- Value: \$750K
- Period of Perf: 24 months



## Phase III

- Non-SBIR funding: Contract from NASA program, other agency, prime contractor
- SBIR: CRP (Commercial Readiness Program)



# Program Status

- **PY2015 Phase II Selection Announcement:**  
**March 7, 2016**
- **PY2016 Solicitation: Nov. 12, 2015 – Feb. 1, 2016**  
**Selection Announcement: April 1, 2016**
- **PY2017 Solicitation will begin in April/May, 2016**  
**Review latest solicitation (2016) (*on website*)**  
**Find technical areas of interest (*subtopics*)**  
**Each subtopic has a lead center listed**  
**Program contacts for each NASA center (*assist you in connecting with the agency technical community*)**

**NASA Post Phase II Initiatives:**

**<http://sbir.gsfc.nasa.gov/content/post-phase-ii-initiatives>**