

The background of the slide is a deep space scene. It features a dark blue and black sky filled with numerous bright stars of varying colors, including white, yellow, and blue. A prominent, bright blue nebula or star cluster is visible in the upper left quadrant. On the right side of the frame, a large, reddish-brown planet, likely Mars, is partially visible, showing its textured surface and atmospheric haze. The overall lighting is soft, highlighting the celestial bodies against the dark void of space.

# MARSHALL PRIME CONTRACTORS SUPPLIER COUNCIL BI-MONTHLY MEETING

## MSFC Small Business Program Update

September 15, 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 – 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.





# SB Acquisition Watch List

<b>TITLE</b>	<b>INCUMBENT</b>	<b>PREVIOUS COMPETITION</b>	<b>RECOMPETE</b>
A&E for Misc. Environmental Studies	Great Southern	SB Set-Aside	SB Set-Aside
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	TBD
On-site A&E Design Services	KAYA Associates	8(a) Competition	TBD
Protective Services at MSFC and MAF	Excalibur Associates	SB Set-Aside	TBD
Safety & Mission Assurance Services	Bastion Technology	SB Set-Aside	TBD