

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 some atmospheric haze. The overall lighting is soft, with a slight glow around the planet and the nebula.

**MARSHALL PRIME CONTRACTORS
SUPPLIER COUNCIL
FALL OFF-SITE MEETING**

**MSFC SMALL BUSINESS
PROGRAM UPDATE**

September 30, 2015



Metrics (Through September 30, 2014)

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



FY 2014 NASA & MSFC Cumulative Subcontracting Dollars

| CATEGORIES | NASA % GOALS | NASA \$ ACHIEVED | NASA % ACHIEVED | MSFC \$ ACHIEVED | MSFC % ACHIEVED |
|----------------------|-------------------------|-----------------------------|----------------------------|-----------------------------|----------------------------|
| 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

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



MSFC FY14 Top 10 Prime Contracts

| NO. | PRIME | CONTRACT # | CONTRACT TITLE | CLASS. | \$ OBLIGATED |
|-----|--------------------|------------|----------------------------------|----------------------|--------------|
| 1 | Boeing | NNM07AB03C | SLS Stages | LB | \$638.3M |
| 2 | Orbital ATK | NNM07AA75C | SLS Booster | LB | \$220.0M |
| 3 | Aerojet Rocketdyne | NNM06AB13C | SLS Engine | LB | \$175.0M |
| 4 | Jacobs | NNM12AA41C | Engineering Services | LB | \$ 96.2M |
| 5 | Jacobs | NNM09AA20C | MAF Support | LB | \$ 72.3M |
| 6 | Dynetics | NNM10AA03C | IT Services | SB | \$ 54.8M |
| 7 | Smithsonian | NAS8-03060 | Chandra Science Center | LB | \$ 54.3M |
| 8 | IPC | NNM08AA20C | Engineering Technician & Trade | SDB/WOSB/ 8(a)/HZ | \$ 41.3M |
| 9 | Boeing | NNM12AA82C | SLS Interim Cryogenic Propulsion | LB | \$ 30.0M |
| 10 | Teledyne Brown | NNM13AA29C | Mission Operations & Integration | LB | \$ 24.8M |



Space Launch System (SLS FY 2011-2015 Contract Funding)

| CATEGORIES | FY 2011 | FY 2012 | FY 2013 | FY 2014 | *FY 2015 |
|-------------------|----------------|----------------|----------------|----------------|-----------------|
| Proc. \$ | \$2,019.4M | \$1,958.5M | \$1,725.8M | \$1,844.5M | \$1,806.1M |
| SLS \$ | \$1,118.8M | \$1,092.9M | \$ 906.2M | \$1,101.8M | \$1,155.1M |
| % of Total | 55.4% | 55.8% | 52.5% | 59.7% | 64.0% |

*Contract funding through August 31, 2015.



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 Services and Skills Augmentation (ESSSA) 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 meeting 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 in September.



MSFC 36-Month Acquisition Forecast

| POP EXPIRES | INCUMBENT | CONTRACT | TITLE | NAICS CODE | PREVIOUS COMPETITION | RFP RELEASE |
|-------------|----------------------|------------|---|------------|----------------------|-----------------|
| 02/28/2016 | KAYA Associates | NNM11AA39C | On-Site Architect Engineering Design Services | 541330 | 8(a) Competition | Second QTR FY16 |
| 03/08/2016 | Great Southern | NNM11AA25C | Architect Engineering for Miscellaneous Environmental Studies | 541330 | SB Set-Aside | First QTR FY16 |
| 04/30/2016 | Al-Razaq Computing | NNM11AA30C | Acquisition and Business Support Services | 561210 | SB Set-Aside | First QTR FY16 |
| 12/31/2016 | Excalibur Associates | NNM12AA08C | Protective Services for MSFC and MAF | 561612 | GSA SB Reserve | Third QTR FY16 |
| 01/31/2017 | Bastion Technology | NNM07AA74C | Safety & Mission Assurance Support Services | 541712 | SB Set-Aside | Third QTR FY16 |
| 01/31/2017 | CH2M | NNM12AA05C | Logistics Support Services | 561210 | Full & Open | Third QTR FY16 |



MSFC 36-Month Acquisition Forecast (Cont'd)

| POP EXPIRES | INCUMBENT | CONTRACT | TITLE | NAICS CODE | PREVIOUS COMPETITION | RFP RELEASE |
|-------------|----------------------------|------------|--|------------|----------------------|-----------------|
| 03/31/2017 | COLSA Corporation | NNM12AA10C | Huntsville Operation Support Center Support | 541712 | SB Set-Aside | Third QTR FY16 |
| 05/31/2017 | CH2M | NNM10AA17C | A&E Environmental Services | 541330 | Full & Open | First QTR FY17 |
| 06/03/2017 | GMC-Merrick JV | NNM12AA49C | Architect Engineering for Miscellaneous Studies & Design Tasks | 541330 | Full & Open | First QTR FY17 |
| 07/31/2017 | Jacobs | NNM12AA41C | Engineering & Science Services & Skills Augmentation | 561210 | Full & Open | First QTR FY17 |
| 09/30/2017 | Analytical Services | NNM12AA53C | Office of Strategic Analysis & Communication Support Services | 541712 | GSA SB Reserve | Second QTR FY17 |
| 02/28/2018 | Teledyne Brown Engineering | NNM13AA29C | Mission Operation & Integration | 541712 | Full & Open | Third QTR FY17 |
| 10/31/2018 | HPM | NNM13AA80C | Environmental Engineering & Occupational Health | 621999 | SB Set-Aside | Second QTR FY18 |



When Performing Market Research

- Identify appropriate NAICS code and corresponding size standard for both new and recurring requirements.
- Decisions to utilize GSA schedules will be made as early as possible to allow companies not on schedule an opportunity to apply.
- Issuance of sources sought notices:
 - 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).



SB Acquisition Watch List

| TITLE | INCUMBENT | PREVIOUS COMPETITION | RECOMPETE |
|--------------------------------------|----------------------|-----------------------------|------------------|
| 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 | 8(a) competition |
| Protective Services at MSFC and MAF | Excalibur Associates | SB Set-Aside | TBD |
| Safety & Mission Assurance Services | Bastion Technology | SB Set-Aside | TBD |



In Competition

| REQUIREMENTS | INCUMBENT | COMPETITION |
|--|--------------------|-------------------|
| Center-wide Administrative Support Services | Deltha-Critique JV | 8(a) Competition |
| Facility Operations & Maintenance Support Services | URS | Full & Open |
| Marshall Information Technology Services | Dynetics | SDVO SB Set-Aside |



MSFC Business Forum Initiative

- Created in January 2004 as a community outreach tool designed to:
 - Introduce the NASA marketplace to specific target areas around the country;
 - educate communities on the economic and technological impact of NASA Programs on our nation; and
 - promote the goals and objectives of the STEM Program to local schools in target areas.



MSFC Business Forum Initiative (Cont.)

- Several forums are conducted each fiscal year.
- Targeted areas are those communities legislatively having political influence on future NASA budgets.
- Forums typically require two days; one day each for educational and business outreach.



Previous Business Forums

| DATE | EVENT | LOCATION |
|----------------|---|------------------|
| March 2003 | Syracuse Business Forum | Syracuse, NY |
| August 2003 | Hardware Development and Manufacturing NASA Business Forum | Guntersville, AL |
| September 2003 | Montana NASA Business Forum | Missoula, MT |
| September 2003 | Spokane NASA Business Forum | Spokane, WA |
| May 2004 | Northeast Alabama NASA Business Forum | Scottsboro, AL |
| May 2004 | Jackson Business Forum | Jackson, MS |
| September 2004 | Northwest Alabama NASA Business Forum | Huntsville, AL |
| March 2005 | Kansas City NASA Business Forum | Kansas City, MO |
| May 2005 | Montana NASA Business Forum | Missoula, MT |
| June 2005 | National Business Forum | New Orleans, LA |



Previous Business Forums (Cont.)

| DATE | EVENT | LOCATION |
|---------------|---|-----------------|
| August 2005 | Thomasville Business Forum | Thomasville, AL |
| August 2005 | Mobile Business Forum | Mobile, AL |
| November 2005 | Atlanta Business Forum | Atlanta, GA |
| January 2006 | NASA Business Forum at the Mercedes Plant | Tuscaloosa, AL |
| January 2006 | Pensacola NASA Business Forum | Pensacola, FL |
| April 2006 | Tucson NASA Business Forum | Tucson, AZ |
| February 2008 | Limestone County NASA Business Forum | Athens, AL |
| May 2008 | Historically Black College & University NASA Business Forum | New Orleans, LA |
| August 2008 | Scottsboro Business Forum | Scottsboro, AL |
| August 2008 | Thomasville Business Forum | Thomasville, AL |



Previous Business Forums (Cont.)

| DATE | EVENT | LOCATION |
|----------------|---|-----------------|
| February 2009 | Northeast Alabama NASA Business Forum | Gadsden, AL |
| September 2010 | Northeast Alabama Business Forum | Hanceville, AL |
| May 2012 | Maine Aerospace Alliance Business Forum | Portland, ME |
| September 2013 | Mobile Business Forum | Mobile, AL |
| August 2014 | Jackson Business Forum | Jackson, MS |
| April 2015 | Montgomery Business Forum | Montgomery, AL |
| August 2015 | New Orleans Business Forum | New Orleans, LA |



Planning the Event

- SBS works closely with representative(s) from the MSFC Office of Strategic Analysis & Communications (OSAC) to identify target areas.
- OSAC representative makes contact with representative(s) from the Chamber of Commerce in targeted area to set up telecoms to discuss the concept.
- Chamber of Commerce along with others in target area (e.g., SBDC, PTAC, etc.) take the lead in the planning and coordination of event.
- Once date for the event has been set, bi-weekly telecoms are held to monitor status.



Planning the Event (Cont.)

- MSFC representatives participating in the planning include:
 - Academic Affairs Office
 - OSAC representatives
 - SBS and SB Office staff
 - Selected MSFC Small Business Technical Coordinators (SBTC)
 - MSFC Small Business Technical Advisor (SBTA)
 - MSFC Procurement Small Business Action Team (PSBAT) members
 - Marshall Prime Contractors Supplier Council (MPCSC) Events Coordinator
 - Small Business Executive Leadership Team (SBELT) Events Coordinator



MSFC Business Forums Planned for FY 2016

| DATE | EVENT | LOCATION |
|---------------|----------------------------|---|
| November 2015 | Mobile Business Forum | Mobile Convention Center, Mobile, AL |
| March 2016 | Nashville Business Forum | TBD Nashville, TN |
| April 2016 | Montgomery Business Forum | TBD Montgomery, AL |
| May 2016 | Chattanooga Business Forum | University of TN - Chattanooga Chattanooga, TN |



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



FY 2015 MSFC Small Business Subcontractor Awards

| AWARD | RECIPIENT | NOMINATED BY |
|---|--------------------------------|-----------------------------------|
| Small Business Subcontractor of the Year | Willbrook Solutions, Inc. | Jacobs |
| Small Business Subcontractor Excellence Awards: | Arcata Associates, Inc. | Teledyne Brown Engineering (MOI) |
| | Certified Manufacturing, Inc. | The Boeing Company |
| | Emerald City Initiatives, Inc. | Teledyne Brown Engineering (LVSA) |
| | ICO Rally | Aerojet Rocketdyne |
| | Stars and Stripes Aerospace | Orbital ATK |



FY 2016 MSFC Mentor Protégé Agreement Awards

| AWARD | CONTRACT | MENTOR | PROTÉGÉ |
|-----------------------|----------------------------------|----------------------------|------------------------------|
| MPA of the Year Award | Mission Operations & Integration | Teledyne Brown Engineering | MartinFederal Consulting LLC |