

The background of the slide is a deep space scene. It features a dark blue and black void filled with numerous stars and several prominent spiral galaxies. In the upper right, a large, reddish-brown planet, likely Mars, is partially visible, showing its characteristic surface features. Another smaller, similar planet is visible in the lower right. The overall lighting is soft, highlighting the textures of the galaxies and the surface of the planets.

# Marshall Prime Contractors Supplier Council

## MSFC SMALL BUSINESS PROGRAM UPDATE

FEBRUARY 21, 2018



# Metrics (Through September 30, 2017)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
<b>PROC. \$</b>			\$16,717.3M			\$2,353.1M		14.1%
<b>SB</b>	23.0%	16.0%	\$2,707.6M	16.2%	12.2%	\$324.6M	13.8%	12.0%
<b>SDB</b>	5.0%	5.0%	\$1,269.9M	7.6%	4.8%	\$150.6M	6.4%	11.9%
<b>HUBZone</b>	3.0%	3.0%	\$77.7M	0.5%	0.3%	\$6.6M	0.3%	8.5%
<b>WOSB</b>	5.0%	5.0%	\$722.9M	4.3%	3.3%	\$106.8M	4.5%	14.8%
<b>SDVO SB</b>	3.0%	3.0%	\$167.6M	1.0%	3.0%	\$84.3M	3.6%	50.3%

\*Data as of October 11, 2017





# MSFC FY 2017 Prime Contractor Subcontracting Dollars

<b>CATEGORIES</b>	<b>NASA % GOALS</b>	<b>MSFC \$ ACHIEVED</b>	<b>MSFC % ACHIEVED</b>
Total Subcontracting \$		\$841.7M	
SB \$	31%	\$402.3M	47.8%
SDB \$	5.0%	\$69.2M	8.2%
WOSB\$	5.0%	\$88.6M	10.5%
HUBZone SB \$	3.0%	\$20.8M	2.5%
SDVO SB \$	3.0%	\$24.1M	2.9%



# FY17 Cumulative SB Achievements

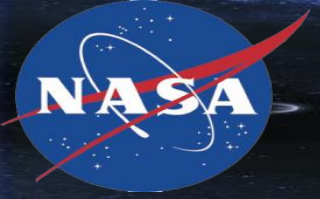
CATEGORIES	DIRECTS	SUBCONTRACTING	TOTAL	% ACHIEVED
Available \$			\$2,353.1M	
SB	\$324.6M	\$402.3M	\$726.9M	30.8%
SDB	\$150.6M	\$69.2M	\$219.8M	9.3%
WOSB	\$106.8M	\$88.6M	\$195.4M	8.3%
HUBZone SB	\$6.6M	\$20.8M	\$27.4M	1.2%
SDVO SB	\$84.3M	\$24.1M	\$108.4M	4.6%



# Metrics (Through January 31, 2018)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$4,318.7M			\$735.2M		17.0%
SB	23.0%	16.0%	\$504.8M	11.7%	11.3%	\$88.1M	12.0%	17.5%
SDB	5.0%	5.0%	\$217.3M	5.0%	5.0%	\$39.7M	5.4%	18.3%
HUBZone	3.0%	3.0%	\$26.7M	0.6%	0.4%	\$.3M	0.04%	.01%
WOSB	5.0%	5.0%	\$139.6M	3.2%	4.1%	\$25.7M	3.5%	18.4%
SDVO SB	3.0%	3.0%	\$46.2M	1.1%	3.1%	\$26.5M	3.6%	57.4%

\*Data as of January 31, 2018



# MSFC Projected HUBZone Small Business Contract Base

TITLE	PRIME	CONTRACT	CLASSIFICATION	FY FUNDING
Custodial & Refuse Collection	TBD	TBD	HUBZone certified SB	\$3.80M
Engineering Software	Cepeda Systems & Software Analysis, Inc.	NNM14AA07C	HUBZone Certified SDB & WOSB	\$1.5M
Grounds Maintenance Services	HCI Management Services	NNM16AA17C	HUBZone certified SDB	\$1.5M
Optics Assembly & Fabrication	Linc Research	NNM17AA13C	HUBZone certified SB	\$.3M
Technology Commercialization & Licensing Support	TBD	TBD	HUBZone certified SB	\$.8M
Total:				\$7.9M



# MSFC Significant FY 2018 Small Business Contract Awards

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	POTENTIAL VALUE
Oct. 26	Archarithms	HUBZone	80MSFC18F0024	Mission Optimization & Development	\$35K
Oct. 27	Genesis Systems Group	SB	80MSFC18P0004	Payload Fitting Non-destructive Testing	\$1.9M
Oct. 27	TDS Automation	SB	80MSFC18P0003	Roadway Transporter	\$1.4M
Oct. 31	Bastion Technology	SDB	80MSFC18C0005	Safety & Mission Assurance	\$268M





# 2018 Procurement Small Business Action Team

PS20 – Yong Castillo

PS30 – Sharon Crowder

PS40 – Dawn Reed Turner

PS50 – Chris Sledge





# MSFC 24-Month Acquisition Forecast

<b>POP EXPIRES</b>	<b>INCUMBENT</b>	<b>CONTRACT</b>	<b>TITLE</b>	<b>NAICS CODE</b>	<b>POTENTIAL VALUE</b>	<b>PREVIOUS COMPETITION</b>
02/22/2018	AQuate Corporation	NNM13AA21C	Custodial & Refuse Collection Services	561720	\$21M	8(a) Sole Source
09/30/2018	Aetos Systems	NNM16AA27C	Utility Control Systems	561210	\$4M	8(a) Sole Source
10/31/2018	HPM Corporation	NNM13AA80C	Environmental Engineering & Occupational Health	621999	\$33M	SB Set-Aside
02/28/2019	Victory Solutions, Inc.	NNM13AA64T	Cost Estimating & Analysis	541330	\$9M	GSA SB Reserve
03/31/2019	MTS	NNM13AA65T	Program Planning & Control	541330	\$41M	GSA SB Reserve
03/31/2019	Victory Solutions, Inc.	NNM13AA66T	Configuration & Data Management	541330	\$65M	GSA SB Reserve
03/31/2019	MTS	NNM13AA67T	Project Coordination	541330	\$52M	GSA SB Reserve
03/31/2019	Teledyne Brown Engineering	NNM13AA29C	Mission Operations & Integration	541712	\$154M	Full & Open
03/31/2019	COLSA Corporation	NNM17AA12C	Huntsville Operation Support Center	541712	\$65M	SB sole source
04/30/2019	MTS	NNM14AA02T	Subject Matter Expertise	541330	\$53M	GSA SB Reserve
05/31/2019	Aetos Systems	NNM14AA15C	Human Capital Support	541990	\$25M	8(a) Competition



# Final Thoughts

- Call for Subcontractor of the Year and Mentor Protégé Agreement of the Year nominations to be issued in early May
- ISRs due March 31...accuracy and meeting goals will be the focus
- Planning to schedule meetings with major large business prime contractor leadership teams this fiscal year (e.g., URS, Jacobs, Aerojet Rocketdyne, and Orbital ATK)
- NIF back-ups at meetings not prime specific...appointments are responsibility of MPCSC