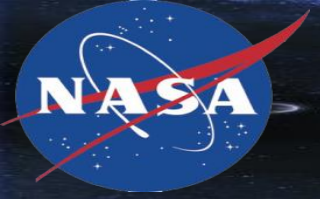


The background of the slide is a deep space scene. It features a dark blue and black sky filled with numerous stars and several prominent spiral galaxies. In the lower right corner, a large, reddish-brown planet, likely Mars, is partially visible, showing its characteristic surface features. The overall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

Marshall Prime Contractors Supplier Council

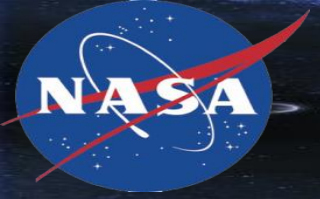
MSFC Small Business Program Update

JUNE 5, 2018



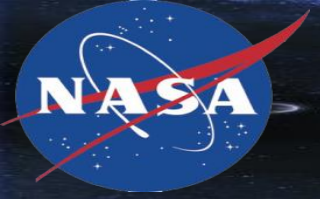
FY 2018 Program Highlights

- Launching Your Business With NASA Decatur Regional Business Forum in October
- Launching Your Business With NASA Mobile Regional Business Forum in November
- Appointment of the 2018 Procurement Small Business Action Team in January
- Creation of a MSFC Small Business Program Three Minute Video in February
- SB Program briefing to the Executive Forum in February
- Hosting of the 25th MSBA Meeting Featuring HUBZone Small Businesses in February
- URS and Seabrook Solutions selection as the NASA FY17 Mentor Protégé Agreement of the Year in March
- Semiannual meeting with MSFC Small Business Technical Coordinators in March
- PS “Chat” session with PS50 buying group in March
- PS “Chat” session with PS40 buying group in March
- “What to Know Before You Go” webinar in April



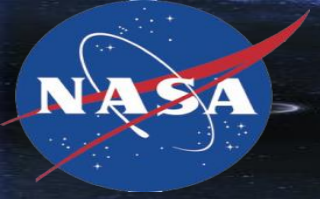
MSFC 36 Month Forecast

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION
10/31/2018	HPM	NNM13AA80C	Environmental Engineering & Occupational Health	621999	\$33M	SB Set-Aside
02/06/2019	Cepeda Systems & Software	NNM14AA07C	Engineering Support	541330	\$7M	8(a) Sole Source
02/28/2019	Victory Solutions	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	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	\$200M	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
03/31/2021	IHS Global, Inc.	NNM16AA13C	NASA Integrated Technical Standards Systems	518210	\$8M	Full & Open
03/31/2021	Aerie Aerospace	NNM15AA19C	Marshall Engineering Technician & Trade Support	541330	\$231M	8(a) Competition



In or Nearing Competition

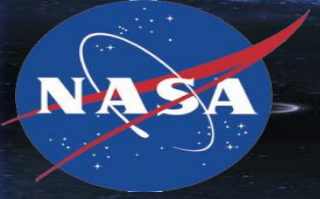
REQUIREMENT	INCUMBENT	PREVIOUS COMPETITION	CURRENT COMPETITION
A&E for Misc. Studies & Design Tasks	GMC Merrick JV	A&E full & open	A&E full & open
A&E for Environmental Engineering	CH2M	Full & open	Full & open
Acquisition & Business Support	Al-Razaq Computing Services	SB set-aside	WOSB set-aside
Custodial and Refuse Collection Services	AQuate Corporation	8(a) sole source	HUBZone SB set-aside
Minor Construction IDIQs	Multiple	SB set-aside	SB set-aside
MSFC Logistics Services	CH2M	Full & Open	SB set-aside
Strategic Analysis & Communications	Analytical Services, Inc.	GSA SB reserve	GSA SB set-aside
Utility Control Services	Aetos Systems	8(a) sole source	8(a) competition



Metrics (Through September 30, 2017)

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

*Data as of October 11, 2017



Metrics (Through April 30, 2018)

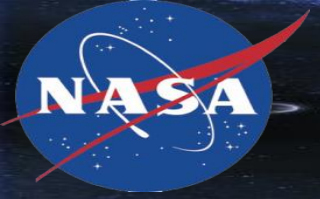
CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$9,011.6M			\$1,263.0M		16.2%
SB	23.0%	16.0%	\$1,225.9M	13.6%	11.3%	\$171.1M	13.5%	15.1%
SDB	5.0%	5.0%	\$575.3M	6.4%	5.0%	\$78.2M	6.2%	15.0%
HUBZone	3.0%	3.0%	\$41.7M	0.5%	0.4%	\$1.9 M	0.1%	3.1%
WOSB	5.0%	5.0%	\$332.1M	3.7%	4.1%	\$54.7M	4.3%	17.2%
SDVO SB	3.0%	3.0%	\$92.7M	1.0%	3.1%	\$54.7M	4.3%	56.8%

*Data as of May 7, 2018



MSFC HUBZone Small Business Contract Base

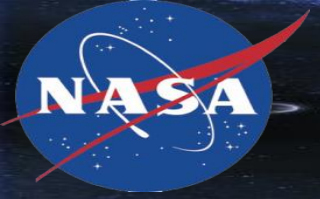
TITLE	PRIME	CONTRACT	CLASSIFICATION	FY FUNDING PROJECTIONS
Custodial & Refuse Collection	TBD	TBD	HUBZone certified SB	\$4M
Engineering Software	Cepeda Systems & Software Analysis, Inc.	NNM14AA07C	HUBZone Certified SDWOSB	\$2M
Grounds Maintenance Services	HCI Management Services	NNM16AA17C	8(a) & HUBZone certified SB	\$1.5M
Optics Assembly & Fabrication	Linc Research	NNM17AA13C	HUBZone certified SB	\$.4M
Technology Commercialization & Licensing Services	TBD	TBD	HUBZone certified SB	\$.8M



MSFC FY 2015-2018 Prime Contractor Cumulative Subcontracting Totals

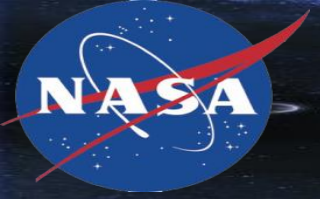
CATEGORIES	FY 15 \$ ACHVD.	FY 15 % ACHVD.	FY 16 \$ ACHVD.	FY 16 % ACHVD.	FY 17 \$ ACHVD.	FY 17 % ACHVD.	*FY 18 \$ ACHVD.	*FY 18 % ACHVD.
Total Subcontract	\$669.3M		\$681.4M		\$841.7M		\$530.7M	
SB	\$285.9M	42.7%	\$299.9M	44.0%	\$402.3M	47.8%	\$197.4M	37.2%
SDB	\$54.5M	8.1%	\$70.9M	10.4%	\$69.2M	8.2%	\$30.3M	5.7%
WOSB	\$ 81.4M	12.2%	\$94.5M	13.9%	\$88.6M	10.5%	\$41.5M	7.8%
HUBZone SB	\$ 15.6M	2.3%	\$20.1M	2.9%	\$20.8M	2.5%	\$16.7M	3.1%
VOSB	\$32.3M	4.8%	\$40.5M	5.9%	\$47.8M	5.7%	\$29.5M	5.6%
SDVO SB	\$ 20.6M	3.1%	\$25.3M	3.7%	\$24.1M	2.9%	\$11.5M	2.2%

*Through March 31, 2018.



NASA and MSFC FY17 Subcontracting Dollars

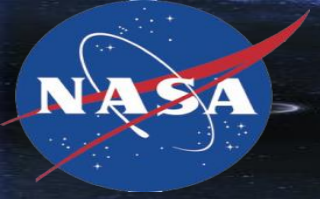
CATEGORIES	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC \$ ACHIEVED	MSFC % ACHIEVED
Total Subcontract \$		\$6,583.8M		\$841.7M	
SB \$	31.7%	\$2,810.4M	42.7%	\$402.3M	47.8%
SDB \$	5%	\$772.7M	11.7%	\$69.2M	8.2%
WOSB \$	5%	\$682.2M	10.4%	\$88.6M	10.5%
HUBZone SB \$	3%	\$209.1M	3.2%	\$20.8M	2.5%
SDVO SB \$	3%	\$237.1M	3.6%	\$24.1M	2.9%



Marshall Prime Contractor Supplier Council (MPCSC)

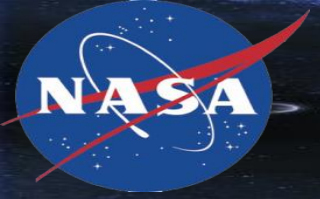


- Created in January 2003
- Comprised of approximately 100 members representing approximately 50 large businesses
- Collectively support numerous local and regional outreach events
- Conduct bi-monthly and several 3-day off-site meetings each fiscal year
- Objective to:
 - Develop strategies for increasing subcontracting opportunities for SB participation;
 - Share lessons learned, best practices, and supplier resources; and
 - Heighten awareness of the NASA Small Business Subcontracting Program



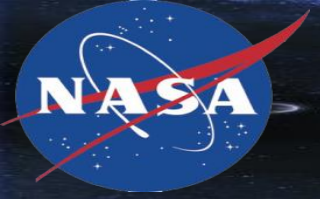
MSFC FY 2017 Top 10 Large Business Prime Contracts

NO.	CONTRACT TITLE	CONTRACT NUMBER	PRIME	CLASSIFICATION	\$ OBLIGATED
1	SLS Stages	NNM07AB03C	The Boeing Company	LB	\$799.6M
2	SLS Booster	NNM07AA75C	Orbital ATK	LB	\$264.3M
3	SLS Engine Restart	NNM16AA02C	Aerojet Rocketdyne	LB	\$235.4M
4	Engineering & Science Services & Skills Augmentation	NNM12AA41C	Jacobs	LB	\$170.8M
5	SLS Interim Cryogenic Propulsion	NNM12AA82C	The Boeing Company	LB	\$66.9M
6	SLS Engine	NNM06AB13C	Aerojet Rocketdyne	LB	\$61.8M
7	Chandra Science Center	NAS8-03060	Smithsonian	NP	\$45.6M
8	SLS RL10 Engine	NNM16AA12C	Aerojet Rocketdyne	LB	\$42.9M
9	Mission Operations & Integration	NNM13AA29C	Teledyne Brown	LB	\$38.2M
10	Facility Operations & Maintenance	NNM08AA54C	URS	LB	\$22.4M



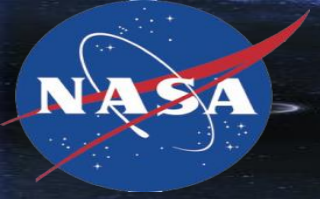
Space Launch System (SLS) FY 2014-2017 Cumulative Contract Funding Totals

CATEGORIES	FY14	FY15	FY16	FY17
Proc. \$	\$1,844.5M	\$1,887.8M	\$2,186.1M	\$2,353.1M
SLS Contract Funding	\$1,101.8M	\$1,200.6M	\$1,200.6M	\$1,494.0M
% of Total	59.7%	63.6%	63.6%	63.5%



MSFC AND SLS Prime Contractor FY17 Subcontracting Dollars

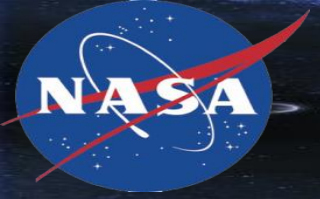
CATEGORIES	MSFC \$ ACHIEVED	MSFC % ACHIEVED	SLS \$ ACHIEVED	SLS % ACHIEVED	SLS % CONTRIBUTION
Total Subcontract \$	\$841.7M		\$657.3M		78.1%
SB \$	\$402.3M	47.8%	\$286.4M	43.6%	71.2%
SDB \$	\$69.2M	8.2%	\$38.4M	5.8%	55.5%
WOSB	\$88.6M	10.5%	\$53.2M	8.0%	60.0%
HUBZone	\$20.8M	2.5%	\$7.2M	1.1%	34.6%
SDVO SB	\$24.1M	2.9%	\$5.4M	0.8%	22.4%



Past & Current MSFC Mentor Protégé Agreements (MPA)

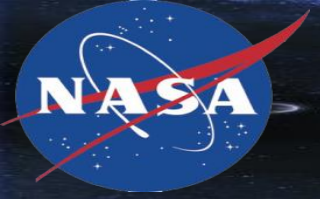
MENTOR	PROTÉGÉ	CONTRACT	CLASSIFICATION
Boeing	Orion Propulsion	Ares Production	SBIR Phase II. (WOSB)
SAIC	Oakwood University	NNM04AA02C	HBCU
ATK Aerospace	Lansmont Corporation	NNM07AA75C	SDVO
Jacobs	Tuskegee University	NNM05AA50C	HBCU
Pratt & Whitney Rocketdyne	Avans Machine	NNM06AB13C	HUBZone
Pratt & Whitney Rocketdyne	Alabama A&M	NNM06AB13C	HBCU
ATK Aerospace	Florida A&M	NNM07AA75C	HBCU
Boeing	AMRO Fabrication	NNM07AB03C	WOSB
Teledyne Brown Engineering	MartinFederal	NNM13AA29C	SDVO
Jacobs	Linc Research	NNM12AA41C	HUBZone
Teledyne Brown Engineering	U. of Nevada Las Vegas	NNM12AA29C	MI
Teledyne Brown Engineering	Alabama State	NNM12AA29C	HBCU
*Aerojet Rocketdyne	ICO Rally	NNM06AB13C	HUBZone & WOSB
*URS Federal Services, Inc.	Seabrook Solutions	NNM08AA54C	SDB & WOSB
*Jacobs	CRM Solutions	NNM12AA41C	HUBZone & WOSB
*CH2M	Alcyon	NNM12ZZ08C	SDB

*Active MPAs.



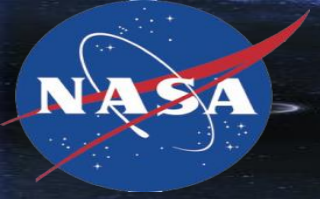
FY16-FY18 ISR Stats

CATEGORIES	FY 16	FY 16	FY 17	FY 17	FY 18	FY 18
SB	29/38	76.0%	30/35	85.7%	29/35	82.9%
SDB	17/29	58.6%	19/29	65.5%	21/32	65.5%
WOSB	22/33	66.6%	24/29	82.8%	25/30	83.3%
HBCU/MSI	6/10	60.0%	6/10	60.0%	6/12	50.0%
HUBZone	6/23	26.1%	10/22	45.5%	9/23	39.1%
VOSB	19/28	67.9%	22/27	81.5%	21/30	70.0%
SDVO SB	11/25	44.0%	10/23	43.5%	12/25	48.0%



ISR Assessments/ESRs Reporting

- ISR submissions due April 30 and October 31 each fiscal year.
- CO has 30 days to accept or reject reports (May 31 and November 30).
- COs must:
 - Verify accuracy of each field in the report, and if any fields are not accurate, reject report and require correction;
 - Pay special attention to the subcontracting percentage goals. ISRs should reflect goals negotiated on the most recent subcontract plan review (within 30 days of reporting period); and
 - If contractor is not meeting goals, make sure that contractor explains why the goals are not being met in the comment section of report, and what steps are being taken to meet goals.
 - If contract has ended, contractors must submit a final report before the contract can be closed out in ESRs.



MSFC FY18 Industry and Advocates Award Ceremony

- Ceremony will be held on September 20, 2018 in conjunction with the Marshall Small Business Alliance Meeting at the Davidson Center in Huntsville
- Industry categories:
 - Small Business Prime Contractor of the Year
 - Small Business Subcontractor of the Year
 - Large Business Prime Contractor of the Year
 - Mentor Protégé Agreement (MPA) of the Year
 - Eligible MPAs:
 - Aerojet Rocketdyne and Seabrook Solutions
 - SB subcontractor nominations due by Friday, June 22, 2018