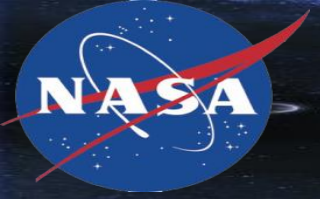


A space-themed background featuring a large, detailed view of the planet Mars on the right side. The rest of the image is filled with a starry field, including a prominent blue and purple nebula or galaxy structure in the upper left and center. The text is overlaid in white, bold, sans-serif font.

MSFC FY 2018 SMALL BUSINESS PROGRAM UPDATE

NOVEMBER 6, 2018



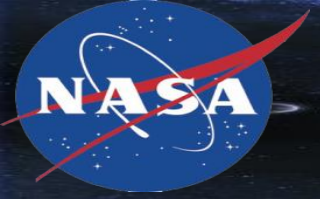
FY 2018 Program Highlights

- Appointment of the 2018 Procurement Small Business Action Team in January
- Three minute video
- URS and Seabrook Solutions selection as the NASA FY17 Mentor Protégé Agreement of the Year in March
- Alicia Carroll's selection as the NASA FY17 Small Business Technical Coordinator of the Year
- “What to Know Before You Go” webinar on April 26
- MSFC Small Business Program “Focus” training to acquisition and contractor support personnel on April 19
- Enhancement to the MSFC “Doing Business at MSFC” web site



FY 2018 Program Highlights - In Reach

- Dec. 13 SB Program briefing to the Office of Chief Information Leadership Team
- Feb. 26 SB Program briefing to the Executive Forum
- Mar. 22 Semiannual meeting with MSFC Small Business Technical Coordinators
- Mar. 20 PS “Chat” session with PS50 buying group
- Apr. 3 PS “Chat” session with PS40 buying group
- Jun. 12 PS “Chat” Session with PS20 buying group
- Aug. 6 SB Program Briefing to the Spacecraft and Vehicle Systems Department
- Aug. 9 SB Program briefing to the Safety and Mission Assurance Directorate
- Aug. 15 PS “Chat” Session with PS30 buying group
- Aug. 14 SB Program briefing to the Office of Human Capital Leadership Team
- Sep. 4 SB Program briefing to the Office of Strategic Analysis and Communications Leadership Team
- Sep. 24 SB Program briefing to the Propulsion Systems Department Leadership Team
- Sep. 25 SB Program briefing to the Science and Technology Office Leadership Team



FY 2018 Program Highlights - Outreach

- Oct. 18 Launching Your Business with NASA Decatur Regional Business Forum
- Nov. 1-2 Launching Your Business with NASA Mobile Regional Business Forum
- Feb. 22 Successful Hosting of the 25th MSBA Meeting Featuring HUBZone Small Businesses
- May 22 Successful Hosting of the Space Launch System Industry Day
- Jun. 19 Northeast Tennessee Regional Business Forum
- Sep. 19 Successful Hosting of the 4th Annual HBCU & MI Partnerships Meeting
- Sep. 20 Successful Hosting of the 26th Marshall Small Business Alliance Meeting
- Sep. 20 Successful Hosting of the 12th Annual Industry and Advocates Award Ceremony



FY18 Prime Contractor Leadership Team Visits

- Jan. 3: Boeing SLS Stages Leadership Team
- Feb. 6: URS Federal Systems Facility Operations and Maintenance Support Services Leadership Team
- Jun. 4: Aerojet Rocketdyne RL-10 Adaptation Leadership Team
- Sep. 11: Northrop Grumman SLS Booster Flight Sets and Obsolescence and Life Extension Leadership Team



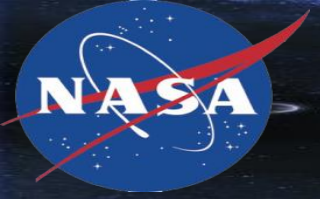
MSFC FY18 Advocate of the Year Award Winners

Category	Award Recipient(s)
Procurement Team of the Year	Anita Ayers Ryan Hardy
Program Person of the Year	Angela Lovelady
Technical Person of the Year	Nelson Olinger
Small Business Technical Coordinator of the Year	Kathy Rice



MSFC FY18 Industry of the Year Award Winners

CATEGORY	WINNER
Small Business Prime Contractor of the Year	MTS
Small Business Subcontractor of the Year	Kord Technologies
Large Business Prime Contractor of the Year	Aerojet Rocketdyne
Mentor Protégé Agreement of the Year	Aerojet Rocketdyne and ICO Rally



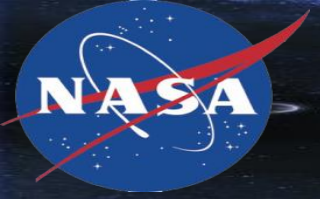
Metrics (Through September 30, 2018)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$17,000.5M			\$2,532.6M		15.0%
SB	23.0%	16.0%	\$2,857.4M	16.8%	11.3%	\$311.6M	12.3%	11.0%
SDB	5.0%	5.0%	\$1,482.4M	8.7%	5.0%	\$150.7M	5.9%	10.2%
HUBZone	3.0%	3.0%	\$90.2M	0.5%	0.4%	\$4.2 M	0.2%	4.7%
WOSB	5.0%	5.0%	\$760.7M	4.5%	4.1%	\$100.6M	4.0%	13.1 %
SDVO SB	3.0%	3.0%	\$175.6M	1.0%	3.1%	\$83.0M	3.3%	47.3%



MSFC FY 2015 - 2018 Small Business Direct Goal Achievements

CATEGORIES	FY2015	FY2016	FY2017	FY2018
Procurement Dollars	\$1,882.2M	\$2,186.1M	\$2,353.1M	\$2,532.6M
SB % Goals	11.8%	12.1%	12.2%	11.3%
SB Dollars	\$263.1M	\$307.2M	\$324.6M	\$311.6M
SB % Achieved	14.0%	14.1%	13.8%	12.3%
SDB % Goals	4.7%	4.7%	4.8%	5.0%
SDB Dollars	\$110.5M	\$138.3M	\$150.6M	\$150.7M
SDB % Achieved	5.9%	6.3%	6.4%	5.9%
WOSB % Goals	1.7%	3.0%	3.3%	4.1%
WOSB Dollars	\$60.8M	\$95.9M	\$106.8M	\$100.6M
WOSB % Achieved	3.2%	4.4%	4.5%	4.0%
HUBZone SB % Goals	0.3%	0.3%	0.3%	0.4%
HUBZone SB Dollars	\$28.5M	\$4.4M	\$6.6M	\$4.2M
HUBZone SB % Achieved	1.5%	0.2%	0.3%	0.2%
SDVO SB % Goals	1.7%	2.0%	3.0%	3.1%
SDVO SB Dollars	\$42.7M	\$48.4M	\$84.3M	\$83.0M
SDVO SB % Achieved	2.3%	2.2%	3.6%	3.3%



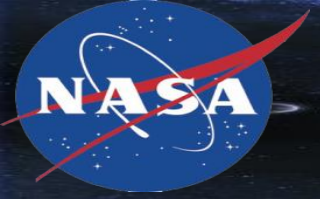
MSFC Significant FY 2018 Small Business Contract Awards

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
Feb. 7	Janicki Industries	SB	80MSFC18C0022	Payload Attached Fittings	\$1.0M
Feb. 15	Millennium Engineering	VOSB	80MSFC18C0029	Joint Advanced Range System Safety	\$1.7M
Jul. 11	Acuity Edge	HUBZone Certified SDB	80MSFC18C0040	Technology Commercialization and Licensing Services Support	\$1.7M
Sep. 1	L&M Technologies	WOSB	80MSFC18A0001	Marshall Logistics Support Services	\$98M



MSFC FY 2018 Top 20 Small Business Contracts

NO.	CONTRACT TITLE	CONTRACT NUMBER	PRIME	CLASSIFICATION	\$ OBLIGATED
1	Engineering Technician & Trade	NNM15AA19C	Aerie Aerospace	SDB & WOSB	\$36.1M
2	Safety & Mission Assurance	80MSFC18C	Bastion Technology	SDB	\$36.1M
3	Huntsville Operations Support Center	NNM17AA12C	COLSA Corporation	SDVO SB	\$30.2M
4	MSFC Information Technology	NNM16AA01C	All Points Logistics, LLC	SDVO SB	\$32.9M
5	Subject Matter Experts	NNM14AA02T	MTS	VOSB	\$18.1M
6	Acquisition & Business Support	NNM11AA30C	Al-Razaq Computing Services	SDB	\$14.3M
7	Configuration & Data Management	NNM13AA66T	Victory Solutions	WOSB & SDVO SB	\$13.3M
8	Project Coordination	NNM13AA66T	MTS	VOSB	\$12.8M
9	Program Planning & Control	NNM13AA65T	MTS	VOSB	\$9.7M
10	Protective Services at MSFC & MAF	NNM17AA25C	Security Walls, LLC	SDB & WOSB	\$9.3M



MSFC FY 2018 Top 20 Small Business Contracts, cont.

NO.	CONTRACT TITLE	CONTRACT NUMBER	PRIME	CLASSIFICATION	\$ OBLIGATED
11	Strategic Analysis & Communications	NNM12AA23C	Analytical Services, Inc.	SB	\$7.8M
12	In-Space Robotic Mfg.	NNM17AA02C	Made in Space	SB	\$7.6M
13	A&E Design & Inspection	NNM17AA04C	Accura Rosser JV	SDB-WOSB-8(a)	\$6.9M
14	Administrative Services	NNM16AA10C	Hanks, Hanks, & Associates, LLC	8(a) certified WOSB	\$5.1M
15	Custodial & Refuse Collection	NNM13AA21C	AQuate Corporation	SDB-SDVO SB-8(a)	\$4.8M
16	Environmental & Occupational Health	NNM13AA80C	HPM Corporation	SDB-WOSB	\$4.5M
17	Human Capital Support	NNM14AA15C	Aetos Systems	8(a) certified WOSB	\$4.4M
18	Engineering Support	NNM14AA14C	Cepeda Systems & Software Analysis, Inc.	SDB-WOSB-8(a)	\$3.1M
19	Logistics Services	80MSFC18A0001	L&M Technologies	WOSB	\$3.1M
20	Utility Control Systems	NNM16AA27C	Aetos Systems	8(a) certified WOSB	\$2.0M
	Total:				\$273.3M (87.9%)



MSFC Small Disadvantaged Business Contract Base

TITLE	PRIME	CONTRACT	CLASSIFICATION	FY 18 ACTUALS	FY 19 PROJECTIONS
A & E Environmental Engineering	K.S. Ware	NNM17AA11C	SDB & WOSB	\$1.9M	\$.5M
A & E Facility Design & Inspection Services	Accura Rosser	NNM17AA04C	8(a) certified WOSB SDB	\$6.9M	\$6.5M
Acquisition & Business Support	Al-Razaq Computing Services	NNM11AA30C	SDB	\$14.3M	\$3.5M
Administrative Services	Hanks, Hanks, & Associates	NNM16AA10C	8(a) certified WOSB	\$5.1M	\$5.0M
Custodial & Refuse Collection	AQuate Corporation	NM13AA21C	8(a) certified SDVO SB	\$3.9M	\$3.5M
Engineering Support	Cepeda Systems & Software Analysis, Inc.	NNM14AA14C	8(a) certified WOSB	\$3.1M	\$2.5M
Engineering Technician & Trade Support	Aerie Aerospace	NNM15AA19C	8(a) certified WOSB	\$47.3M	\$48.0M
Environmental & Occupational Health	HPM Corporation	NNM13AA80C	SDB & WOSB	\$4.5M	\$ -
Grounds Maintenance Services	HCI Management Services	NNM16AA17C	8(a) & HUBZone certified SB	\$1.7M	\$1.5M
Human Capital Support	Aetos Systems	NNM14AA15C	8(a) certified WOSB	\$4.4M	\$4.4M
Protective Services at MSFC & MAF	Security Walls, LLC	NNM17AA25C	SDB & WOSB	\$9.3M	\$9.0M
Safety & Mission Assurance Support	Bastion Technologies	NNM07AA74C	SDB	\$36.1M	\$27.0M
Technology Commercialization & Licensing Services	Acuity Edge	80MSFC18C0040	8(a) & HUBZone certified	\$.2M	\$.3M
Utility Control	Aetos Systems	NNM16AA27C	8(a) certified WOSB	\$2.0M	\$1.5M
Total:				\$140.8M	\$112.0M



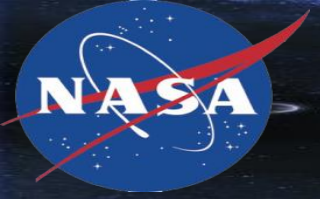
MSFC Woman-Owned Small Business Contract Base

TITLE	PRIME	CONTRACT	CLASSIFICATION	FY 18 ACTUALS	FY 19 PROJECTIONS
A & E Environmental Engineering	K.S. Ware	NNM17AA11C	SDB & WOSB	\$1.9M	\$0.5M
A & E Facility Design & Inspection Services	Accura Rosser	NNM17AA04C	8(a) certified WOSB SDB	\$6.9M	\$6.5M
Administrative Services	Hanks, Hanks, & Associates	NNM16AA10C	8(a) certified WOSB	\$5.1M	\$5.0M
Engineering Support	Cepeda Systems & Software Analysis, Inc.	NNM14AA14C	8(a) certified WOSB	\$3.1M	\$2.5M
Engineering Technician & Trade Support	Aerie Aerospace	NNM15AA19C	8(a) certified WOSB	\$47.3M	\$48.0M
Environmental & Occupational Health	HPM Corporation	NNM13AA80C	SDB & WOSB	\$4.5M	\$1.5M
Logistic Services	L & M Technologies	80MSFC18A0001	WOSB	\$3.1M	\$10.0M
Human Capital Support	Aetos Systems	NNM14AA15C	8(a) certified WOSB	\$4.4M	\$3.2M
MIPS Configuration & Data Management	Victory Solutions	NNM13AA66T	WOSB & SDVO SB	\$13.3M	\$12.5M
MIPS Cost Estimation & Analysis	Victory Solutions	NNM13AA64T	WOSB & SDVO SB	\$1.8M	\$1.5M
Protective Services at MSFC & MAF	Security Walls, LLC	NNM17AA25C	SDB & WOSB	\$9.3M	\$9.0M
Utility Control	Aetos Systems	NNM16AA27C	8(a) certified WOSB	\$2.0M	\$1.5M
Total:				\$102.7M	\$101.2M



MSFC Service Disabled Veteran-Owned Small Business Contract Base

TITLE	PRIME	CONTRACT	CLASSIFICATION	FY 18 ACTUALS	FY 19 PROJECTIONS
Custodial & Refuse Collection	AQuate Corporation	NNM13AA21C	8(a) certified SDVO SB	\$4.8M	\$2.0M
Huntsville Operations Support Center	COLSA Corporation	NNM17AA12C	SDVO SB	\$30.2M	\$13.0M
MIPS Configuration & Data Management	Victory Solutions	NNM13AA66T	WOSB & SDVO SB	\$13.3M	\$12.5M
MIPS Cost Estimation & Analysis	Victory Solutions	NNM13AA64T	WOSB & SDVO SB	\$1.8M	\$1.5M
MSFC Information Technology Services	All Points Logistics, LLC	NNM16AA01C	SDVO SB	\$32.9M	\$30.0M
Total:				\$83.0M	\$59.0M



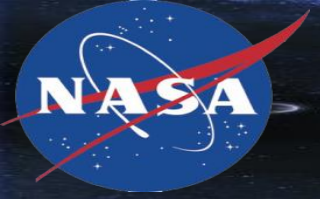
MSFC HUBZone Small Business Contract Base

TITLE	PRIME	CONTRACT	CLASSIFICATION	FY 18 Actuals	FY19 Projections
Custodial & Refuse Collection	TBD	TBD	HUBZone certified SB	\$ -	\$ -
Engineering Software	Cepeda Systems & Software Analysis, Inc.	NNM14AA07C	HUBZone Certified SDWOSB	\$3.1M	\$3.1M
Grounds Maintenance Services	HCI Management Services	NNM16AA17C	8(a) & HUBZone certified SB	\$1.7M	\$1.5M
Optics Assembly & Fabrication	Linc Research	NNM17AA13C	HUBZone certified SB	\$.4M	\$.3M
Technology Commercialization & Licensing Services	Acuity Edge	80MSFC18C0040	8(a) & HUBZone certified SB	\$.2M	\$.3M
Total:				\$5.4M	\$5.2M



MSFC FY19 Small Business Goals

CATEGORIES	\$ PROPOSED	% PROPOSED
Proc. \$	\$2,370.4M	
SB	\$246.0M	10.4%
SDB	\$109.5M	4.6%
WOSB	\$97.8M	4.1%
HUBZone	\$4.6M	.2% (.4% minimum)
SDVO SB	\$59.0M	2.5%



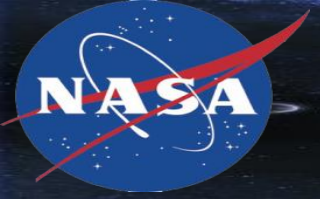
FY16-FY18 ISR Stats

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%



MSFC FY 2018 Top 10 Large Business Prime Contracts

NO.	CONTRACT TITLE	CONTRACT NUMBER	PRIME	CLASSIFICATION	\$ OBLIGATED
1	SLS Stages	NNM07AB03C	The Boeing Company	LB	\$897.3M
2	SLS Booster	NNM07AA75C	Orbital ATK	LB	\$287.3M
3	SLS Engine Restart	NNM16AA02C	Aerojet Rocketdyne	LB	\$238.0M
4	Engineering Services & Science Capabilities Augmentation	80MSFC17C0011	Jacobs	LB	\$173.5M
5	Chandra Science Center	NAS8-03060	Smithsonian	NP	\$55.6M
6	Mission Operations & Integration	NNM13AA29C	Teledyne Brown Engineering	LB	\$41.1M
7	SLS Interim Cryogenic Propulsion	NNM12AA82C	The Boeing Company	LB	\$39.5M
8	Facility Operations & Maintenance	80MSFC17C0007	URS Federal Services, Inc.	LB	\$22.9M
9	SLS RS-25 Engine	NNM06AB13C	Aerojet Rocketdyne	LB	\$22.8M
10	OSIRIS Asteroid Sample	NNM10AA11C	U. Of Arizona	NP	\$22.2M



Space Launch System (SLS) FY 2014-2018 Cumulative Contract Funding Totals

CATEGORIES	FY14	FY15	FY16	FY17	FY18
Proc. \$	\$1,844.5M	\$1,887.8M	\$2,186.1M	\$2,353.1M	\$2,559.6M
SLS Contract Funding	\$1,101.8M	\$1,200.6M	\$1,200.6M	\$1,494.0M	\$1,516.4M
% of Total	59.7%	63.6%	63.6%	63.5%	59.2%



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%



Past & Current MSFC Mentor Protégé Agreements (MPA)

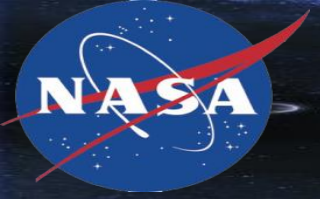
MENTOR	PROTÉGÉ	CONTRACT	CLASSIFICATION
Boeing	Orion Propulsion	Ares Production	SBIR Phase II. (WOSB)
SAIC	Oakwood University	NNM04AA02C	HBCU
ATK Aerospace	Lansmont Corporation	NNM07AA75C	SDVO
Jacobs	Tuskegee University	NNM05AA50C	HBCU
Pratt & Whitney Rocketdyne	Avans Machine	NNM06AB13C	HUBZone
Pratt & 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.



MSFC 36 Month Forecast

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION
10/31/2018	HPM Corporation	NNM13AA80C	Environmental Engineering & Occupational Health	621999	\$33M	SB Set-Aside
11/30/2018	CH2M	NNM10AA17C	A&E Services for Environmental Engineering	541330	\$96M	Full & Open
03/31/2019	Aetos Systems	NNM16AA27C	Utility Control Systems	561210	\$5.5M	8(a) Sole Source
02/06/2019	Cepeda Systems & Software	NNM14AA07C	Engineering Support	541330	\$9.2M	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	TBD	TBD	Mission Operations Systems, Services & Integration	541715	\$500M	Full & Open
04/30/2019	MTS	NNM14AA02T	Subject Matter Expertise	541330	\$53M	GSA SB Reserve
05/31/2019	Aetos Systems	NNM14AA15C	Human Capital Support	541990	\$26M	8(a) Competition
08/22/2019	AQuate Corporation	NNM13AA21C	Custodial & Refuse Collection Services	561720	\$25M	8(a) Sole Source



MSFC 36 Month Forecast, cont.

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS 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	\$306M	8(a) Competition
08/31/2021	HCI Management Services	NNM16AA17C	Grounds & Maintenance Services	561730	\$11M	HUBZone Sole Source
10/31/2021	All Points Logistics	NNM16AA01C	MSFC Information Technology Services	541513	\$194M	SDVO SB Set Aside
12/31/2021	Hanks, Hanks, & Associates	NNM16AA10C	Center Administrative Support Services	541611	\$27M	8(a) Competition



In 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
Minor Construction IDIQs	Multiple	SB set-aside	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