



MSFC Small Business Program Update MPCSC Fall Off Site

November 2019

FY19 and Beyond Small Business Program Challenges

- Increase Agency's performance against direct goals in all categories, especially WOSB, HUBZone SB, and SDVO SB
- Increase large business prime contractor performance against subcontracting percentage goals, especially in the categories of HUBZone SB, SDVO SB, and HBCU/MSI
- Minimizing the impact of category management and strategic sourcing on NASA's small business contract base and small business direct dollars in all categories

MSFC FY 2016 - 2019 Small Business Direct Goal Achievements

CATEGORIES	FY2016	FY2017	FY2018	FY2019
Procurement Dollars	\$2,186.1M	\$2,353.1M	\$2,532.6M	\$2,527.3M
SB % Goals	12.1%	12.2%	11.3%	10.4%
SB Dollars	\$307.2M	\$324.6M	\$311.6M	\$351.7M
SB % Achieved	14.1%	13.8%	12.3%	13.7%
SDB % Goals	4.7%	4.8%	5.0%	4.6%
SDB Dollars	\$138.3M	\$150.6M	\$150.7M	\$149.1M
SDB % Achieved	6.3%	6.4%	5.9%	5.8%
WOSB % Goals	3.0%	3.3%	4.1%	4.1%
WOSB Dollars	\$95.9M	\$106.8M	\$103.7M	\$112.3M
WOSB % Achieved	4.4%	4.5%	4.1%	4.4%
HUBZone SB % Goals	0.3%	0.3%	0.4%	0.4%
HUBZone SB Dollars	\$4.4M	\$6.6M	\$4.2M	\$14.6M
HUBZone SB % Achieved	0.2%	0.3%	0.2%	0.6%
SDVO SB % Goals	2.0%	3.0%	3.1%	2.5%
SDVO SB Dollars	\$48.4M	\$84.3M	\$83.0M	\$90.7M
SDVO SB % Achieved	2.2%	3.6%	3.3%	3.5%

Metrics (Through September 30, 2019)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$17,667.0M			\$2,573.1M		14.6%
SB	23.0%	16.0%	\$3,073.2M	17.4%	10.4%	\$351.7M	13.7%	11.4%
SDB	5.0%	5.0%	\$1,350.5M	7.6%	4.6%	\$149.1M	5.8%	11.0%
HUBZone	3.0%	3.0%	\$143.8M	0.8%	0.4%	\$14.6M	0.6%	10.2%
WOSB	5.0%	5.0%	\$803.8M	4.6%	4.1%	\$112.3M	4.4%	14.0%
SDVO SB	3.0%	3.0%	\$237.4M	1.3%	2.5%	\$90.7M	3.5%	38.2%

Data generated on November 13, 2019

MSFC FY 2019 Top 25 Prime Contracts

NO.	CONTRACT TITLE	PRIME	CONTRACT #	CLASSIFICATION	\$ OBLIGATED
1	SLS Stages	The Boeing Company	NNM07AB03C	LB	\$808.2M
2	SLS Booster	Northrop Grumman	NNM07AA75C	LB	\$279.2M
3	SLS RS-25 Engine Restart	Aerojet Rocketdyne	NNM16AA02C	LB	\$262.0M
4	Engineering Services & Science Capability Augmentation	Jacobs	80MSFC17C0011	LB	\$215.1M
5	SLS Interim Cryogenic Propulsion Stage	The Boeing Company	NNM12AA82C	LB	\$105.1M
6	Operations & Science Support of the Chandra Science Center	Smithsonian Astrophysical Observatory	NAS8-03060	NP	\$56.6M
7	SLS RL 10 Engine	Aerojet Rocketdyne	NNM16AA12C	LB	\$48.5M
8	MSFC Engineering Technician & Trade Support Services	Aerie Aerospace	NNM15AA19C	SDB & WOSB	\$47.8M
9	Mission Operations & Integration	Teledyne Brown Engineering	NNM13AA29C	LB	\$46.7M
10	Imaging X-ray Polarimetry	Ball Aerospace	NNM15AA18C	LB	\$41.1M
11	Safety & Mission Assurance Support Services	Bastion Technologies	80MSFC18C0005	SDB	\$36.0M
12	MSFC Information Technology Services	All Points Logistics, LLC	NNM16AA01C	SDVO SB	\$35.8M
13	Huntsville Operations Support Center Services	COLSA Corporation	NNM17AA12C	SDVO SB	\$35.5M

MSFC FY 2019 Top 25 Prime Contracts

NO.	CONTRACT TITLE	PRIME	CONTRACT #	CLASSIFICATION	\$ OBLIGATED
14	Facility and Operation Maintenance Support Services	URS Federal Services, Inc. – an AECOM Company	80MSFC17C0007	LB	\$30.3M
15	Subject Matter Experts	MTS	NNM14AA02T	VOSB	\$19.8M
16	OSIRIS-REX Asteroid	Arizona University	NNM10AA11C	NP	\$16.2M
17	Project Coordination	MTS	NNM13AA67T	VOSB	\$15.9M
18	Additive Manufacturing	Made in Space	NNM17AA02C	SB	\$15.2M
19	Acquisition & Business Support Services	Al-Razaq Computing Services	NNM11AA30C	SDB	\$15.0M
20	SLS Launch Vehicle Stage	Teledyne Brown Engineering	NNM13AA35C	LB	\$15.0M
21	Configuration & Data Management	Victory Solutions, Inc.	NNM13AA66T	WOSB & SDVO SB	\$14.3M
22	Central Steam Distribution	M & D Mechanical	80MSFC19C0001	SB	\$14.2M
23	Logistic Support Services	L & M Technologies, Inc.	80MSFC18A0001	WOSB	\$13.9M
24	Human Lander System	The Boeing Company	80MSFC19C0022	LB	\$12.7M
25	Program Planning & Control	MTS	NNM13AA65T	VOSB	\$12.6M
	Total:				\$2,212.7M

MSFC FY 2019 Top 25 Small Business Contracts

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Engineering Technician & Trade	Aerie Aerospace	NNM15AA19C	8(a) & WOSB	\$47.8M
2	Safety & Mission Assurance	Bastion Technology	80MSFC18C0005	SDB	\$36.0M
3	MSFC Information Technology	All Points Logistics, LLC	NNM16AA01C	SDVO SB	\$35.8M
4	Huntsville Operations Support Center	COLSA Corporation	NNM17AA12C	SDVO SB	\$35.5M
5	Subject-Matter Experts	MTS	NNM14AA02T	VOSB	\$19.8M
6	Project Coordination	MTS	NNM13AA67T	VOSB	\$15.9M
7	In-Space Robotic Mfg.	Made in Space	NNM17AA02C	SB	\$15.2M
8	Acquisition & Business Support	Al-Razaq Computing Services	NNM11AA30C	SDB	\$15.0M
9	Configuration & Data Management	Victory Solutions, Inc.	NNM13AA66T	WOSB & SDVO SB	\$14.3M
10	Central Steam Distribution	M&D Mechanical	80MSFC19C0001	SB	\$14.2M
11	Logistics Services	L&M Technologies	80MSFC18A0001	WOSB	\$13.9M
12	Program Planning & Control	MTS	NNM13AA65T	VOSB	\$12.6M
13	Protective Services at MSFC & MAF	Security Walls, LLC	NNM17AA25C	SDB & WOSB	\$9.7M

MSFC FY 2019 Top 25 Small Business Contracts, cont.

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
14	Strategic Analysis & Communications	Analytical Services, Inc.	NNM12AA23C	SB	\$8.9M
15	Tornado Repairs at MAF	Civil Works	80MSFC19F0017	HUBZone SB	\$5.3M
16	Administrative Services	Hanks, Hanks, & Associates, LLC	NNM16AA10C	8(a) certified WOSB	\$4.9M
17	A&E Design & Inspection	Accura Rosser JV	NNM17AA04C	SDB-WOSB-8(a)	\$4.7M
18	Human Capital Support	Aetos Systems	NNM14AA15C	8(a) certified WOSB	\$4.2M
19	Occupational Health Services	HPM Corporation	NNM13AA80C	SDB-WOSB	\$3.6M
20	Revitalize Pressurants & Propellants	Wright Brothers	80MSFC19C0003	8(a) and HUBZone SB	\$3.6M
21	Custodial & Refuse Collection	AQuate Corporation	NNM13AA21C	SDB-SDVO SB-8(a)	\$3.4M
22	Engineering Support	Cepeda Systems & Software Analysis, Inc.	NNM14AA14C	SDB-WOSB-8(a)	\$3.1M
23	Deep Space Technology	Frontier Aerospace	80MSFC17C0015	SB	\$2.5M
24	Utility Control Systems	Aetos Systems	NNM16AA27C	8(a) certified WOSB	\$1.9M
25	Grounds Maintenance	HCI Management	NNM16AA17C	8(a) and HUBZone SB	\$1.8M
	Total:				\$333.6M

MSFC Significant FY 2019 Small Business Contract Awards

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	POTENTIAL VALUE
Oct. 31	M&D Mechanical	SB	80MSFC19C0001	Central Steam Distribution System	\$14.2M
Nov. 19	Civil Works Contracting, LLC	HUBZone SB	80MSFC19F0017	Tornado Repairs at MAF	\$5.3M
Nov. 30	Wright Brothers	8(a) & HUBZone Certified	80MSFC190003	Revitalize Pressurants & Propellants System	\$3.6M
May 20	Frontier Aerospace	SDB	80MSFC19C0020	Tipping Point BAA	\$1.9M
May 29	Paragon Space Development	SB	80MSFC19C0021	Cryogenic Encapsulating Launch Shroud	\$1.6M
July 9	Inometric Health Applications	SDB & SDVO SB	80MSFCC190022	Occupational Health Services	\$14.4M

MSFC Proposed FY 2020 Small Business Goals

CATEGORIES	\$ PROPOSED	% PROPOSED
Total	\$3,259.9M	
SB	\$267.9M	8.1%
SDB	\$115.1M	3.5%
WOSB	\$96.3M	3.0%
HUBZone SB	\$4.0M (\$13M)	.4%
SDVO SB	\$63.1M	1.9%

FY18 NASA vs MSFC Cumulative Subcontracting Comparisons

CATEGORIES	NASA % GOALS	NASA TOTAL \$	NASA % ACHIEVED	MSFC TOTAL \$	MSFC % ACHIEVED
SUBCONTRACT \$		\$7,115.4M		\$718.1M	
SB	32.7%	\$3,019.1M	42.4%	\$342.4M	47.7%
SDB	5.0%	\$822.9M	11.6%	\$51.3M	7.1%
WOSB	5.0%	\$752.4M	10.6%	\$80.6M	11.2%
HUBZone SB	3.0%	\$248.9M	3.5%	\$26.2M	3.6%
SDVO SB	3.0%	\$264.7M	3.7%	\$23.3M	3.2%

MSFC FY19 Prime Contractor Cumulative Subcontracting Totals Through March 31

CATEGORIES	NASA % GOALS	MSFC \$ ACHIEVED	NASA % ACHIEVED
Total Subcontracting		\$291.7M	
SB	32%	\$158.2M	54.2%
SDB	5%	\$17.6M	6.0%
WOSB	5%	\$31.9M	10.9%
HUBZone SB	3%	\$12.9M	4.4%
SDVO SB	3%	\$14.5M	5.0%

FY17-19 ISR Stats

	FY 2017	FY 2018	FY 2019
Number of SB Goals Met/Total Number of SB Goals	30/35	28/36	26/33
SB Calculated Percentage	85.7%	77.8%	78.8%
SDB	19/29	20/31	18/30
SDB Calculated Percentage	65.5%	64.5%	60.0%
WOSB	24/29	26/30	22/29
WOSB Calculated Percentage	82.8%	86.7%	75.9%
HBCU	6/10	5/10	6/10
HBCU Calculated Percentage	60.0%	50.0%	60.0%
HUBZone	10/22	10/22	8/20
HUBZone Calculated Percentage	45.5%	45.5%	40.0%
VOSB	22/27	23/30	22/27
VOSB Calculated Percentage	81.5%	76.7%	81.5%
SDVOSB	10/23	12/23	10/21
SDVOSB Calculated Percentage	43.5%	52.2%	47.6%



NASA HBCU/ MSI Initiative

- Administrator Bolden reemphasized the mandated 1% HBCU/MSI goal in an agency-wide memorandum dated January 3, 2016
- The one percent goal includes both prime and subcontract dollars
- NASA only agency having an HBCU/MI goal

MSFC FY 2019 Top 10 Large Business Prime Contracts

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	SLS Stages	The Boeing Company	NNM07AB03C	LB	\$808.2M
2	SLS Booster	Northrop Grumman	NNM07AA75C	LB	\$279.2M
3	SLS RS-25 Engine Restart	Aerojet Rocketdyne	NNM16AA02C	LB	\$262.0M
4	Engineering Services & Science Capabilities Augmentation	Jacobs	80MSFC17C0011	LB	\$215.1M
5	SLS Interim Cryogenic Propulsion	The Boeing Company	NNM12AA82C	LB	\$105.1M
6	Chandra Science Center	Smithsonian Astrophysical	NAS8-03060	NP	\$56.6M
7	SLS RL 10 Engine	Aerojet Rocketdyne	NNM16AA12C	LB	\$48.5M
8	Mission Operations & Integration	Teledyne Brown Engineering	NNM13AA29C	LB	\$46.7M
9	Imaging X-ray Polarimetry	Ball Aerospace	NNM15AA18C	LB	\$41.1M
10	Facility Operations & Maintenance	URS Federal Services, Inc.	80MSFC17C0007	LB	\$26.5M
	TOTAL:				\$1,889.0M

Space Launch System (SLS) FY 2017-2019 Contract Funding Totals

CATEGORIES	FY17	FY18	FY19
Proc. \$	\$2,353.1M	\$2,559.6M	\$2,529.2M
SLS Funding	\$1,518.0M	\$1,494.0M	\$1,516.4M
% of Total	63.5%	59.2%	60.0%

Human Lunar Lander Contractors

Contractor Name	City & State	Human Lander Element
Aerojet Rocketdyne	Canoga Park, CA	One transfer vehicle study
Blue Origin	Kent, WA	One descent element study, one transfer vehicle study, and one transfer vehicle prototype
Boeing	Houston, TX	One descent element study, two descent element prototypes, one transfer vehicle study, one transfer vehicle prototype, one refueling element study, and one refueling element prototype
Dynetics	Huntsville, AL	One descent element study and five descent element prototypes
Lockheed Martin	Littleton, CO	One descent element study, four descent element prototypes, one transfer vehicle study, and one refueling element study
Masten Space Systems	Mojave, CA	One descent element prototype
Northrop Gumman Innovation Systems	Dulles, VA	One descent element study, four descent element prototypes, one refueling element study, and one refueling element prototype
OrbitBeyond	Edison, NJ	Two refueling element prototypes
Sierra Nevada Corp.	Louisville, CO & Madison, WI	One descent element study, one descent element prototype, one transfer vehicle study, one transfer vehicle prototype, and one refueling element study
SpaceX	Hawthorne, CA	One descent element study
SSL	Palo Alto, CA	One refueling element study and one refueling element prototype



Ongoing Significant Prime Contractor Subcontracting Activities

- Human Lander System subcontracting plan reviews (SEB support)
- JHU APL Aerospace, Research and Development, and Engineering Services follow-on contract
- Space Launch System (SLS) Booster follow-on contract
- SLS Interim Cryogenic Propulsion Stage follow-on contract
- SLS RL-10 Engine follow-on contract
- SLS RS-25 Engine Restart follow-on contract
- SLS Stages follow-on contract

MSFC 36 Month Forecast

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION
09/30/2020	Aerie Aerospace, LLC	NNM15AA19C	Marshall Engineering Technician & Trade Support	541712	\$293M	8(a) Competition
03/31/2021	IHS Global, Inc.	NNM16AA13C	NASA Integrated Technical Standards Systems	518210	\$8M	Full & Open
10/31/2021	All Points Logistics, LLC	NNM16AA01C	MSFC Information Technology Services	541513	\$228M	SDVO SB set-aside
12/31/2021	Hanks, Hanks, & Associates, LLC	NNM16AA10C	Center Administrative Support Services	541611	\$28M	8(a) Competition
03/31/2022	Accura Rosser 8(a) JV, LLC	NNM17AA04C	Facility Engineering Design & Inspection Services	541330	\$40M	8(a) competition
04/30/2022	Security Walls, LLC	NNM17AA25C	Protective Services at MSFC and MAF	561612	\$47M	SB Set-Aside
09/30/2022	K.S. Ware & Associates, LLC	NNM17AA11C	Environmental Engineering Services	541330	\$27M	SB Set-Aside
11/30/2022	CH2M Hill	80MSFC18D0003	A&E for Environmental Engineering	541330	\$42M	Full & Open

In or Nearing Competition

TITLE	INCUMBENT	PREVIOUS COMPETITION	CURRENT COMPETITION
*Computer Operations & Business Automation	Aetos Systems	8(a) sole source	GSA 8(a) Stars competition
CPSS Configuration & Data Management	Victory Solutions, Inc.	SB set-aside	SDVO SB set-aside
CPSS Program Planning & Control	MTS	SB set-aside	SB set-aside
*CPSS Project Coordination	MTS	SB set-aside	WOSB set-aside
*Engineering Services	Cepeda Systems & Software Analysis, Inc.	8(a) sole source	GSA HUBZone SB set-aside
*Marshall Operation Systems, Services, & Integration	New acquisition	New acquisition	Full & open
*Strategic Research and Analysis, Communications, and Exhibit Services	Analytical Services, Inc.	SB set-aside	SB set-aside

* Blackout in place.

This and That

- SB Office no longer a part of Office of Procurement
- MSFC SB Office now the lead center responsible for managing the NASA Mentor Protégé Program
- Mobile Launching Your Business With NASA event a huge success
- Monica Manning, Director, NASA Office of Procurement to roll-out NASA Product Service Lines (PSL) at the February 20 Marshall Small Business Alliance Meeting