



# MSFC SMALL BUSINESS UPDATE

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# FY21 AND BEYOND SMALL BUSINESS PROGRAM CHALLENGES

- Increase Agency's performance against direct goals in all categories, especially WOSB, HUBZone SB, and SDVO SB.
- Work with large business prime contractors to increase performance against subcontracting percentage goals, especially in the categories of HUBZone SB, SDVO SB, and HBCU/MSI.
- Minimize impact of strategic sourcing and Agency enterprise product service lines on NASA's small business contract base and small business direct dollars.

# SMALL BUSINESS PROGRAM INITIATIVES DRIVES PROGRAM SUCCESSES

- In-reach initiatives:
  - PS “Chat” sessions.
  - Procurement Small Business Action Teams.
  - SB Program briefings to MSFC organizational leadership teams.
  - MSFC Small Business Technical Coordinators (16 total).
- Outreach initiatives:
  - Marshall Small Business Alliance meetings.
  - Telecom Wednesdays.
  - Quarterly joint counseling sessions.
- Industry councils:
  - Marshall Prime Contractor Supplier Council.
  - Small Business Executive Leadership Team.

# ONGOING COLLABORATION WITH ACQUISITION AND TECHNICAL PERSONNEL

- WOSB set-aside of a construction job entitled “Revitalize Pressurants and Propellants Systems at MSFC” resulted in award to Diversified Construction of Oklahoma, a WOSB in the amount of approximately \$8 million.
- WOSB set-aside of the “Project Coordination” requirement resulted in award to Barrios Technology. This five-year effort has a potential value of approximately \$228 million.
- HUBZone SB set-aside of the “Centerwide Administrative Support Services” requirement resulted in award to CeleraPro, a HUBZone SB. This five-year effort has a potential value of approximately \$22 million.
- SB set-aside of the “Program Planning and Control” PSL resulted in award to MTS, a WOSB. This eight-year effort has a potential value of approximately \$530 million.
- SDVO SB set-aside of a construction job entitled “Renovation of Building 4619 at MSFC” resulted in award to Birmingham Industrial, an SDVO SB in the amount of approximately \$12 million.



# ONGOING COLLABORATION WITH ACQUISITION AND TECHNICAL PERSONNEL (CONT.)

- SB Set-aside of a construction job entitled “Roofing Job at the Michoud Assembly Facility” resulted in award to A&H Antica, an SDB in the amount of approximately \$25 million.
- WOSB set-aside of the “Ground Systems and Independent Verification and Validation” requirement is currently in competition and will be awarded during the second quarter of FY22. This three-year effort has a potential value of approximately \$10 million.
- SB set-aside of the “NASA Financial Support Services” PSL is currently in competition and will be awarded in the third or fourth quarter of FY22. This requirement has a potential value of approximately \$250 million.
- SDVO SB set-aside of a construction job “Renovation of Buildings at MSFC” is currently in competition with award expected during the first quarter of FY22. Projected value of this requirement is approximately \$13 million.

# METRICS (THROUGH NOVEMBER 30, 2021)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$2,919.9M			\$593.5M		20.3%
SB	23.0%	15.75%	\$325.7M	11.2%	8.0%	\$36.0M	6.1%	11.1%
SDB	5.0%	5.0%	\$181.9M	6.2%	3.9%	\$15.6M	2.6%	8.6%
HUBZone	3.0%	3.0%	\$16.1M	0.6%	0.5%	\$2.7M	0.5%	16.8%
WOSB	5.0%	5.0%	\$122.1M	4.2%	2.8%	\$16.3M	2.7%	13.3%
SDVO SB	3.0%	3.0%	\$24.9M	0.9%	1.0%	\$7.6M	1.3%	31.0%

Data generated on December 7, 2021

# IN OR NEARING COMPETITION

TITLE	INCUMBENT(S)	PREVIOUS COMPETITION	CURRENT COMPETITION
CPSS Configuration & Data Management	Victory Solutions	SB set-aside	SDVO SB set-aside
Facility Engineering Design and Inspection Services	Accura Rosser JV	8(a) set-aside	8(a) set-aside
Ground Systems Engineering IV&V	Work under HOSC contract	New requirement	WOSB set-aside under GSA PES
Human Landing System NextStep Risk Reduction	New requirement	New requirement	Full and open
Mars Ascent Vehicle Integrated Services	New requirement	New requirement	Full and open
Marshall Engineering Technician and Trade Support Services	Aerie Aerospace	8(a) set-aside	8(a) set-aside
Marshall Operation Systems, Services, and Integration	Combining HOSC & MO&I Contracts	New requirement	Full and open

# MSFC PRODUCT SERVICE LINES (PSL)

PSL	COMPETITION
Agency Logistics Support Services	TBD
Consolidated Agency Technology Transfer Services	Set-aside (set-aside type TBD)
NASA Financial Support Services	SB set-aside...single award
Program Planning and Control	SB set-aside...single award



# BUNDLING AND CONSOLIDATIONS

SITUATION	BUNDLING	CONSOLIDATION
Two SB contracts combined into one SB contract	No	Yes
Two LB contracts combined into one LB contract	No	Yes
One SB contract combined with one LB contract into one LB contract	Yes	No
Two SB contracts combined into one LB contract	Yes	No

Note: All justifications for bundling and consolidation actions must be coordinated with the NASA Office of Small Business Program.

# PROPOSED INCREASES IN THE GOVERNMENTWIDE SB AND SDB GOALS

CATEGORY	CURRENT	FY22	FY23	FY24	FY25	FY26
SB	23%	25%	25%	25%	25%	25%
SDB	5%	11%	12%	13%	14%	15%

# ACTIVE MPAS

NASA Center	Mentor	Protégé	Protégé's SB Classification(s)	Contract No.	MPA Duration	End Date
*KSC	Jones Edmunds & Associates, Inc.	Drummond Carpenter, PLLC	SDVOSB	80KSC020D0018	24 Months	03/28/2023
*LaRC	Jacobs Technology, Inc.	Analytical Services & Materials (AS&M)	EDWOSB	NNL13AA14C	36 Months	01/24/2024
*MSFC	Jacobs	JBS Solutions, Inc.	HUBZone certified, SDB, WOSB	80MSFC18C0011	24 Months	04/22/2022
*MSFC	The Boeing Co.	Southern University	HBCU	NNM07AB03C	<b>24 Months</b>	<b>06/22/2022</b>
*NSSC	Leidos	Sure Secure Solutions, LLC	EDWOSB	80NSSC19D0001	24 Months	06/30/2022

*\*MPAs approved since March 1, 2020*

# INCOMING AGREEMENTS

NASA Center	Mentor	Protégé	Contract No.	Protégé Classification	POP Months	Status
GSFC	KBR, Inc.	SPACENAV, LLC	NNG17HP02C	HUBZone-certified	12 Months	At GSFC/In Review
GSFC	Northrop Grumman Corporation	University of Maryland Eastern Shore (UMES)	80GSFC19C0060	HBCU	36 Months	At GSFC/In Review
GSFC	Peraton	KIRA Aerospace, LLC	80GSFC19C0060	SDB, Native Indian	24 Months	At GSFC/On hold for Contract Novation
GSFC	Peraton	Metis Technology Solutions, Inc.	80GSFC19C0063	WOSB	30 Months	At GSFC/In Review
JSC	Jacobs	McLaurin Aerospace	NNJ13HA01C	WOSB, HUBZone-certified	36 Months	Mentor submitting to JSC soon
MSFC	Jacobs	K S Ware & Associates, LLC	80MSFC19D0021	WOSB	TBD	Mentor submitting to MSFC soon
MSFC	Northrop Grumman Space Sector	Florida A&M University	NNM07AA75C	HBCU	TBD	Mentor submitting to MSFC soon

# NEW: JOINT COUNSELING INITIATIVE FOR HBCU/MSI

- Starting 2<sup>nd</sup> Qtr. Of FY22
- 2 Sessions per quarter.
- Inviting 4-5 HBCUs/MSIs to showcase their College/University Capabilities and Top Programs.
- Audience:
  - MSFC Small Business Technical Coordinators.
  - Marshall Prime Contractor Supplier Council and Small Business Executive Leadership Team members.
  - Local HUBZone Companies interested in partnering up with HBCUs/MSIs.
  - Members of the Procurement Small Business Action Team.
  - MSFC Small Business Technical Advisor.

# MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
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**Location: Office hours: 7:00 a.m. – 4:30 p.m. (CST)**  
**MSFC-SBO@mail.nasa.gov**