



# MSFC SMALL BUSINESS AND MENTOR PROTÉGÉ PROGRAM UPDATE

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Seventh Sense Consulting, LLC

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# FY22 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.

# METRICS (THROUGH JANUARY 31, 2022)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$4,512.8M			\$976.0M		21.6%
SB	23.0%	15.75%	\$713.2M	15.8%	8.0%	\$88.3M	9.1%	12.4%
SDB	11.0%	8.2%	\$338.2M	7.5%	3.9%	\$45.2M	4.6%	13.4%
HUBZone	3.0%	3.0%	\$62.6M	1.4%	0.5%	\$8.6M	0.9%	13.7%
WOSB	5.0%	5.0%	\$194.6M	4.3%	2.8%	\$48.2M	4.9%	24.8%
SDVO SB	3.0%	3.0%	\$51.2M	1.1%	1.0%	\$13.3M	1.4%	26.0%

Data generated on February 7, 2022

# MSFC SIGNIFICANT FY 2022 SMALL BUSINESS CONTRACT AWARDS

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	POTENTIAL VALUE
Nov. 15	Optical Sciences	SB	80MSFC22DA006	Specialized Realtime Data Analysis & System Development	\$6.3M
Jan. 1	New Rights Group	SB	80MSFC22CA004		\$24.7M
Feb. 1	Healtheon	HUBZone SB	80MSFC22F0038	Replacement of Emergency Lighting Systems at MSFC	\$2.4M

# MSFC SMALL DISADVANTAGED BUSINESS CONTRACT BASE

TITLE	PRIME	CONTRACT	CLASSIFI- CATION	FY21 ACTUALS
Acquisition Services	Seventh Sense Consulting, LLC	80MSFC20F0073	SDB & SDVO SB	\$2.7M
Computer Operations & Building Automation	LinTech Global, Inc.	80MSFC20D0007	SDB	\$1.7M
Custodial	All Native Group	80MSFC19D0024	HUBZone & SDB	\$5.1M
Engineering Services	Cepeda Systems & Software Analysis, Inc.	80MSFC20A0002	HUBZone & EDWOSB	\$3.5M
Engineering Technician & Trade Support Services	Aerie Aerospace, LLC	NNM15AA19C	EDWOSB	\$45.2M
Facility Engineering Design & Inspection Serv.	Accura Rosser	NNM17AA04C	EDWOSB	\$6.4M
Protective Services	Security Walls, LLC	NNM17AA25C	EDWOSB	8.0M
Safety & Mission Assurance	Bastion Technologies	80MSFC18C0005	SDB	\$41.2M
SRACES	Media Fusion, LLC	80MSFC21D0011	SDB	\$10.0M
Technology Commercialization	Acuity Edge	80MSFC18C0040	HUBZone & SDB	\$2.3M

# PROCUREMENT ASSIGNMENTS BY PRODUCT SERVICE LINE (PSL)

Product Service Line	Center
A & E Services	West Coast, GRC, KSC
Acquisition Support Services / Audit Support Services	NSSC
Administrative Services	LaRC
Communication Services	KSC
Construction	West Coast, SSC, GRC
Cooperative Agreements	NSSC
Custodial Services	GRC
Environmental Remediation	KSC
Facilities O&M	KSC, JSC, LaRC, West Coast
Financial Support Services (OCFO)	GSFC, MSFC
Grounds Maintenance	LaRC
Human Capital	NSSC

# Procurement Assignments by PSL, cont.

Product Service Line	Center
IT Services	GSFC
Logistics	MSFC
Occupational Health	JSC
ODEO / EEO	NSSC
Project Planning and Control (PP&C)	GSFC, MSFC
Propellants	KSC
Protective Services	ARC, GSFC, KSC
SAT	NSSC
SBIR / STTR	NSSC
Software	NSSC
Subscriptions (OLIA)	NSSC

# MSFC PSLs

PSL	COMPETITION	CENTERS	STATUS
Program Planning and Control	SB set-aside	7 Centers	Awarded to MTS, a WOSB in September 2021
NASA Financial Support Services	SB set-aside	7 Centers	In competition
Agency Logistics Support Services	TBD	10 Centers	Still in the planning phase
Consolidated Agency Technology Transfer Services	Set-aside (Type TBD)	10 Centers	Still in the planning phase



# MSFC 36-MONTH ACQUISITION FORECAST

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION
01/31/2024	LINTECH Global, Inc.	80MSFC20D0007	Computer Operations and Building Automation	541513	\$8.4M	GSA 8(a) Stars competition
08/15/2024	Clarivate Analytics LLC	80MSFC20C0042	NASA Technical Standards	518210	\$7M	Full & Open
09/30/2024	InoMedic Health Applications, Inc.	80MSFC19C0022	Occupational Health Services	561210	\$14M	SB set-aside
01/31/2025	Cepeda Systems & Software Analysis, Inc.	80MSFC20A0002	Engineering Support for MSFC Engineering Directorate's Space Systems Department And Other MSFC Departments, Directorates and Offices	541330	\$24M	GSA HUBZone SB set-aside

# IN OR NEARING COMPETITION

TITLE	INCUMBENT(S)	PREVIOUS COMPETITION	CURRENT COMPETITION
CPSS Configuration & Data Management	Victory Solutions, Inc.	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	COLSA	New requirement	WOSB set-aside under GSA PES
NASA Financial Support Services	NASA Product Service Line	New requirement	SB set-aside
Marshall Engineering Technician and Trade Support Services	Aerie Aerospace, LLC	8(a) set-aside	8(a) set-aside
Marshall Operation Systems, Services, and Integration	Combining HOSC & MO&I Contracts	New requirement	Full and open

# NASA FY21 SBIR AND STTR TOTAL OBLIGATIONS

CATEGORIES	OBLIGATED \$
SAT	
SBIR:	
- SBIR Civilian Commercialization Readiness Pilot Program (CCRPP) for Phase I.	\$9.6M
- SBIR Phase I.	\$1.7M
- SBIR Phase II.	\$136.0M
- SBIR Phase III.	\$39.2M
Total:	\$186.5M
STTR:	
- STTR Phase I.	\$5.9M
- STTR Phase II.	\$17.5M
- STTR Phase III.	\$.8M
Total:	\$24.2M

# MSFC FY2018-2021 PRIME CONTRACTOR CUMULATIVE SUBCONTRACTING TOTALS

CATEGORIES	NASA % GOALS	FY18 \$ ACHVD.	FY18 % ACHVD.	FY19 \$ ACHVD.	FY19 % ACHVD.	FY20 \$ ACHVD.	FY20 % ACHVD.	FY21 \$ ACHVD.	FY 21 % ACHVD.
SV		\$718.1M		\$749.5M		\$1,193.3M		\$1,262.9M	
SB	32.5%	\$405.7M	47.7%	\$366.0M	48.8%	\$405.7M	34.0%	\$406.9M	32.2%
SDB	5.0%	\$51.3M	7.1%	\$41.4M	5.5%	\$71.4M	6.0%	\$49.9M	4.0%
WOSB	5.0%	\$80.6M	11.2%	\$83.4M	11.1%	\$109.0M	9.1%	\$101.1M	8.0%
HUBZone SB	3.0%	\$26.2M	3.6%	\$47.7M	6.4%	\$36.2M	3.0%	\$38.5M	3.1%
SDVO SB	3.0%	\$23.3M	3.2%	\$37.8M	5.0%	\$32.9M	2.8%	\$31.2M	2.5%

# PROCESSING INDIVIDUAL SUBCONTRACT REPORTS IN ESRS

- As a part of assessment, COs should:
- Verify accuracy of each field in the report, and if any data is incorrect, reject report and require correction.
- Make sure that ISRs reflect goals negotiated on the most recent subcontract plan review (within 30 days of reporting period in question).
- If contractor is failing to meet subcontracting percentage goals in any of the subcontracting categories, ensure that contractors provide an explanation in the remarks section of the report as to why the goals are not being met along with proposed steps for meeting goals.
- If contract has ended, make sure contractor submits an ISR coded as “Final” report.

# NASA APPROVED MENTORS - STATUS

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
a.i. Solutions, Inc.	7/12/2024	B. Steve Owens	321-867-0670	<a href="mailto:steve.owens@ai-solutions.com">steve.owens@ai-solutions.com</a>
AECOM	1/28/2024	Shawn Ralston	703-559-1338	<a href="mailto:shawn.ralston@aecom.com">shawn.ralston@aecom.com</a>
<b>Bastion Technologies, Inc. (New Mentor)</b>	<b>2/28/2027</b>	Kim E. Whitson	256-585-5150	<a href="mailto:kwhitson@bastiontechnologies.com">kwhitson@bastiontechnologies.com</a>
<b>Bechtel National, Inc. (New Mentor)</b>	<b>5/20/2026</b>	Lisa Tribuce-Leoung Tat	703-429-6261	<a href="mailto:ltribuc@bechtel.com">ltribuc@bechtel.com</a>
<b>CH2M Hill, Inc. (New Mentor)</b>	<b>2/7/2028</b>	Lauren Terry	720-286-5318	<a href="mailto:lauren.terry@jacobs.com">lauren.terry@jacobs.com</a>
CSRA, LLC	12/26/2022	Bruce Moore	256-947-5033	<a href="mailto:bruce.moore@gdit.com">bruce.moore@gdit.com</a>
<b>Deloitte &amp; Touche, LLP (New Mentor)</b>	<b>10/25/2026</b>	Victoria Vo	703-585-3946	<a href="mailto:vicvo@deloitte.com">vicvo@deloitte.com</a>
Enterprise Services, LLC	10/9/2023	Jeff Henderson	703-736-4015	<a href="mailto:jeff.henderson@perspecta.com">jeff.henderson@perspecta.com</a>
Hamilton Sundstrand Space System International, Inc.	12/14/2022	Mark Beardslee	860-654-6897	<a href="mailto:mark.beardslee@utas.utc.com">mark.beardslee@utas.utc.com</a>
Honeywell International, Inc. (Aerospace-Glendale)	12/5/2023	Cruz Andino Vargas	787-658-2289	<a href="mailto:cruz.andino@honeywell.com">cruz.andino@honeywell.com</a>
Jacobs Technology, Inc	9/8/2026	JoAnn Belt	256-961-1769	<a href="mailto:joann.v.belt@nasa.gov">joann.v.belt@nasa.gov</a>
<b>Jones Edmunds &amp; Associates, Inc. (New Mentor)</b>	<b>11/04/2026</b>	Douglas Toth, PhD., PE	352-258-8816	<a href="mailto:dtoth@jonesedmunds.com">dtoth@jonesedmunds.com</a>
Leidos Innovations Corporation	11/13/2023	Chireda Gaither	571-526-6026	<a href="mailto:chireda.b.gaither@leidos.com">chireda.b.gaither@leidos.com</a>
LJT & Associates, Inc.	9/17/2023	Matthew Kilroe	443-283-2500	---
<b>Lockheed Martin</b>	<b>12/22/2026</b>	Orysia Buchan	315-456-3018	<a href="mailto:orysia.d.buchan@lmco.com">orysia.d.buchan@lmco.com</a>
<b>Northrop Grumman</b>	<b>2/19/2027</b>	Jenifer Scoffield	435-863-2017	<a href="mailto:jenifer.scoffield@ngc.com">jenifer.scoffield@ngc.com</a>
PAE Applied Technologies, LLC	4/3/2023	Stephen Brettel	281-224-5874	<a href="mailto:stephen.p.brettel@nasa.gov">stephen.p.brettel@nasa.gov</a>
<b>Peraton, Inc. (New Mentor)</b>	<b>4/25/2027</b>	Willie Franklin	303-815-6214	<a href="mailto:wfrank01@peraton.com">wfrank01@peraton.com</a>
<b>Raytheon Company</b>	<b>11/19/2026</b>	Crystal King	571-250-3725	<a href="mailto:crystal_l_king@raytheon.com">crystal_l_king@raytheon.com</a>

\*Highlighted Companies are either new or recently renewed.

# NASA APPROVED MENTORS – STATUS (CONT.)

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
Science Applications International Corporation (SAIC)	12/17/2026	Bruce Emerson Rita Brooks	256-544-8547 571-203-6832	<a href="mailto:bruce.g.emerson@nasa.gov">bruce.g.emerson@nasa.gov</a> <a href="mailto:marguerite.brooks@saic.com">marguerite.brooks@saic.com</a>
Sierra Lobo, Inc.	4/3/2023	Chuck Stidham	567-401-1051	<a href="mailto:cstidham@sierralobo.com">cstidham@sierralobo.com</a>
Southwest Research Institute	5/31/2022	Eva Carpenter	210-522-2237	<a href="mailto:eva.carpenter@swri.org">eva.carpenter@swri.org</a>
Teledyne Brown Engineering, Inc.	6/25/2026	Debbie Batson	256-726-1393	<a href="mailto:debbie.batson@teledyne.com">debbie.batson@teledyne.com</a>
The Boeing Company	4/7/2026	Christina Washington Tina Wang		<a href="mailto:christina.m.washington@boeing.com">christina.m.washington@boeing.com</a> <a href="mailto:tina.t.wang@boeing.com">tina.t.wang@boeing.com</a>
Wyle Laboratories, Inc. d/b/a KBRWyle	10/19/2022	Gracie Orr Jaime Downs Applebe	832-205-6982 281-853-5027	<a href="mailto:gracie.orr@us.kbr.com">gracie.orr@us.kbr.com</a> <a href="mailto:jamie.downs@us.kbr.com">jamie.downs@us.kbr.com</a>

*\*Highlighted Companies are either new or recently renewed.*

# ACTIVE MPAS

NASA Center	Mentor	Protégé	Protégé's SB Classification(s)	Contract No.	MPA Duration	End Date
*JSC	Jacobs Technology, Inc.	CRM Solutions, Inc. DBA McLaurin Aerospace	HUBZone, WOSB	NNJ13HA01C	36 Months	02/02/2025
*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	18 Months	12/22/2021
*NSSC	Leidos	Sure Secure Solutions, LLC	EDWOSB	80NSSC19D0001	24 Months	06/30/2022

*\*MPAs approved since March 1, 2020*



# KICK-OFF MEETINGS – VIA MICROSOFT TEAMS

- Jacobs & JBS Solutions, Inc. - Kick-off held on May 19, 2020
- The Boeing Co./Southern University - Kick-off held on July 20, 2020
- Leidos/Sure Secure Solutions, LLC - Kick-off held on July 30, 2020
- Jacobs Technology, Inc./AS&M – Kick-Off held on February 4, 2021
- Jones Edmunds/Drummond Carpenter – Kick-Off held on April 20, 2021
- Jacobs/McLaurin Aerospace – Kick-Off held Feb. 14, 2022



# HBCU/MSI JOINT COUNSELING INITIATIVE

- MSFC initiative to showcase HBCUs and MSIs throughout the nation as part of NASA's commitment to Diversity, Equity, Inclusion and Accessibility.
- JCI Meeting begin in April 2022
- Featuring 4-5 HBCUs/MSIs
- 10-minute presentation and 5-minute Q&A.