



# MSFC SMALL BUSINESS BRIEFING

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# FY22 AND BEYOND SMALL BUSINESS PROGRAM CHALLENGES

- Increase Agency's performance against direct goals in all categories especially the subcategory goals, e.g., Small Disadvantaged Business (SDB), Woman-Owned Small Business (WOSB), Service-Disabled Veteran-Owned (SDVO) Small Business, and Historically Under-utilized Business Zone (HUBZone) Small Business.
- Work with large business prime contractor leadership teams to increase performance against their subcontracting percentage goals especially their sub-category goals, e.g., SDB, WOSB, SDVO SB, HUBZone SB, and Historically Black Colleges and Universities (HBCU) and Minority Serving Institutions (MSI).
- Minimize the impact of strategic sourcing and Agency enterprise Product Service Lines (PSL) on NASA's small business direct dollars and small business contract base.

# METRICS (THROUGH APRIL 30, 2022)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$9,079.3M			\$1,676.0M		18.5%
SB	23.0%	15.75%	\$1,505.0M	16.6%	8.0%	\$159.9M	9.5%	10.6%
SDB	11.0%	8.2%	\$783.3M	8.6%	3.9%	\$83.2M	5.0%	10.6%
HUBZone	3.0%	3.0%	\$92.2M	1.0%	0.5%	\$14.1M	0.8%	15.3%
WOSB	5.0%	5.0%	\$363.3M	4.0%	2.8%	\$82.0M	4.9%	22.6%
SDVO SB	3.0%	3.0%	\$127.8M	1.4%	1.0%	\$26.2M	1.6%	20.5%

Data generated on May 4, 2022

# MSFC SIGNIFICANT FY 2022 SMALL BUSINESS CONTRACT AWARDS

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	VALUE
Dec. 1	Optical Sciences	SB	80MSFC22FA012	Specialized Realtime Data	\$ .9M
Jan. 1	New Rights Group	SB	80MSFC22CA004	Enhancement Support of NASA'S Earth Science Data System(ESDS) Program	\$24.7M
Feb. 1	Healtheon	HUBZone SB	80MSFC22F0038	Replacement of Emergency Lighting Systems at MSFC	\$2.4M
May 1	Chenega Global Protection	SDB	80MSFC22FA028	Protective Services at MSFC	\$6.1M
May 1	Chenega Global Services	SDB	80MSFC22FA029	Protective Services at MAF	\$7.0M
May 1	Chenega Global Services	SDB	80MSFC22FA030	Protective Services at MSFC Test Area	\$ .5M

# 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
Consolidated Agency Technology Consolidated Agency Technology	Acuity Edge	HUBZone sole source	HUBZone 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 Corporation	New requirement	WOSB set-aside under GSA PES
Human Landing System Sustaining Lunar Development	New Requirement	New requirement	Full and open
*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

\* Blackout in effect.

# MSFC ACQUISITION FORECAST

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION
07/11/2023	Acuity Edge	80MSFC18C0040	Technology Commercialization and Licensing Support (MSFC Product Service Line)	541990	\$1.8M	HUBZone SB sole source
08/31/2023	All Native Synergy	80MSFC19D0024	Custodial and Refuse Collection Services	561720	\$20M	8(a) Tribally-Owned sole source
01/31/2024	LinTech Global, Inc.	80MSFC20D0007	Computer Operations and Building Automation (COBA) Services	541513	\$8.4M	GSA 8(a) Stars competition
03/25/2024	Multiple	Multiple	MSFC Minor Construction Indefinite Delivery Contracts	236220	\$20M not to exceed	SB set-aside
04/30/2024	L&M Technologies, Inc.	80MSFC18A0001	Marshall Logistics Support Services	561210	\$98M	GSA Logworld SB set-aside
08/15/2024	15/2024 Clarivate Analytics LLC	80MSFC20C0042	NASA Technical Standards Services (NTSS)	518210	\$7M	Full & Open
09/30/2024	InoMedic Health Applications, Inc.	80MSFC19C0022	Occupational Health Support 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 Organizations	541330	\$24M	GSA HUBZone SB set-aside
01/30/2025	Jacobs	80MSFC18C0011	Engineering Services and Science Capability Augmentation (ESSCA)	541712	\$1,205M	Full & Open
06/30/2025	Amentum Services, Inc.	80MSFC17C0007	Facilities Operations & Maintenance Support Services	561210	\$446M	Full & Open

# FY21 NASA AND MSFC CUMULATIVE SUBCONTRACTING DOLLARS/PERCENTAGE GOAL ACHIEVEMENTS

CATEGORIES	NASA % GOALS	NASA DOLLARS	NASA % ACHIEVED	MSFC DOLLARS	MSFC % ACHIEVED
TSV		\$9,440.9M		\$1,262.9M	
SB	32.6%	\$3,715.1M	39.4%	\$406.9M	32.2%
SDB	5.0%	\$814.9M	8.6%	\$49.9M	4.0%
WOSB	5.0%	\$847.6M	9.0%	\$101.1M	8.0%
HUBZone SB	3.0%	\$250.5M	2.7%	\$38.5M	3.1%
VOSB	N/A	\$448.7M	4.8%	\$55.4M	4.4%
SDVO SB	3.0%	\$291.6M	3.1%	\$31.2M	2.5%
HBCU/MSI	N/A	\$37.3M	0.4%	\$3.5M	0.3%

# 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%



# MSFC PRIME CONTRACTOR SUBCONTRACTING CONCERNS

As prime contractor total subcontract dollars continue to increase, percentage of work going to SBs from FY19 to FY21 is on the decline:

- SB from 48 percent to 32 percent.
- SDB from 5.5 percent to 4 percent.
- WOSB from 11.2 percent to 8.2 percent.
- HUBZone SB from 6.4 percent to 3.1 percent.
- SDVO SB from 5 percent to 2.5 percent.

# MSFC FY18-21 ISR STATS

CATEGORIES	FY18 GOALS MET	FY18 % ACHVD.	FY19 GOALS MET	FY19 % ACHVD.	FY20 GOALS MET	FY20 % ACHVD.	*FY21 GOALS MET	FY21 % ACHVD.
# of ISRs	36		36		40		41	
SB	28/36	77.8%	27/36	75.0%	32/40	80.0%	31/41	75.6%
SDB	20/31	64.5%	17/31	54.8%	14/32	43.8%	17/34	50.0%
WOSB	26/30	86.7%	24/32	75.0%	29/36	80.6%	24/35	68.6%
HUBZone	10/22	45.5%	47/21	33.3%	11/25	44.0%	10/25	40.0%
VOSB	23/30	76.7%	20/29	69.0%	23/31	74.2%	20/31	64.5%
SDVO SB	12/23	52.2%	9/23	39.1%	10/26	38.5%	9/26	34.6%
HBCU/MSI	5/10	50.0%	3/9	33.3%	7/14	50.0%	9/15	56.3%

\*FY21 stats based on ISRs submitted at the reporting period dated March 31, 2021.

# MSFC PRIME CONTRACTOR SUBCONTRACTING CONCERNS (CONT.)

Many of MSFC's prime contractors are not meeting their subcontracting percentage goals. In FY21 alone:

- Approximately 25% of contracts having SB subcontracting percentage goals were not met.
- Approximately 50% of contracts having SDB subcontracting percentage goals were not met.
- Approximately 32% of contracts having WOSB subcontracting percentage goals were not met.
- Approximately 60% of contracts having HUBZone SB subcontracting percentage goals were not met.
- Approximately 35% of contracts having VOSB subcontracting percentage goals were not met.
- Approximately 65% of contracts having SDVO SB subcontracting percentage goals were not met.
- Approximately 44% of contracts having HBCU/MSI subcontracting percentage goals were not met.

# 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.

# MSFC FY21 TOP 20 LARGE BUSINESS PRIME CONTRACTS

No.	Contract Title	Prime	Contract No.	Classification	\$ Obligated
1	Space Launch System (SLS) Stages	The Boeing Company	80MSFC20C0052 & NNM07AB03C	LB	\$1,061.0M
2	SLS RS-25 Engine	Aerojet Rocketdyne	NNM16AA02C	LB	\$435.1M
3	Human Landing System (HLS) study	SpaceX	80MSFC20C0034	LB	\$344.8M
4	SLS Booster	Northrop Grumman Corporation	80MSFC20D0008 & NNM07AA75C	LB	\$254.4M
5	HLS Study	Blue Origin	80MSFC20C0020	LB	\$251.6M
6	Engineering Services & Skills Capabilities Augmentation	Jacobs	80MSFC17C0011	LB	\$206.4M
7	SLS Interim Cryogenic Propulsion	The Boeing Company	NNM12AA82C	LB	\$144.9M
8	HLS Study	Dynetics, Inc.	80MSFC20C0035	LB	\$91.8M
9	Chandra Science Center	Smithsonian Astrophysical Observatory	NAS8-03060	NP	\$60.6M
10	Mission Operations & Integration	Teledyne Brown Engineering	NNM13AA29C	LB	\$50.8M

# MSFC FY 2021 TOP PRIME CONTRACTS (CONT.)

No.	Contract Title	Prime	Contract No.	Classification	\$ Obligated
11	Lunar Lander Concept	Dynetics, Inc.	80MSFC21CA016	LB	\$38.9M
12	Lunar Lander Concept	Lockheed Martin Corporation	80MSFC21CA017	LB	\$35.2M
13	Lunar Lander Concept	Northrop Grumman Corporation	80MSFC21CA018	LB	\$33.7M
14	Cryogenic Propellant	SpaceX	80MSFC21CA002	LB	\$27.7M
15	SLS Launch Vehicle Stage	Teledyne Brown Engineering	NNM13AA35C	LB	\$26.6M
16	Cryogenic Demonstration Mission	Lockheed Martin Corporation	80MSFC21CA001	LB	\$24.5M
17	Lunar Concept Study	Blue Origin	80MSFC21CA015	LB	\$22.8M
18	Additive Mfg.	Made in Space	NNM17AA02C	SB	\$22.8M
19	Mars Ascent Propulsion	Northrop Grumman Corporation	80MSFC21C0010	LB	\$21.9M
20	Imaging X-ray Polarimetry	Ball Aerospace	NNM15AA18C	LB	\$16.3M

# NASA FY22 SMALL BUSINESS SUBCONTRACTING PERCENTAGE GOALS

CATEGORIES	% GOALS
<b>SB</b>	35.5%
<b>SDB</b>	5.0%
<b>WOSB</b>	5.0%
<b>HUBZone SB</b>	3.0%
<b>SDVO SB</b>	3.0%

Note: Goals expressed against total subcontract dollars (FAR method).

# LOOKING AHEAD

- Annual call to large business prime contractors for small business subcontractor of the year nominations (typically occurs in the mid to late may timeframe).
- 16<sup>th</sup> Annual MSFC Industry and Advocates Award Ceremony on September 29 in conjunction with the 34<sup>th</sup> Marshall Small Business Alliance.



# MENTOR PROTÉGÉ PROGRAM UPDATE / HBCU & MSI JCI

Esther Veras, Contract Administrator, Seventh Sense Consulting

# HBCU AND MSI OUTREACH INITIATIVES

- **HBCU/MSI Partnerships Meeting:**

- In support of achieving the 1% Agency mandated goal, MSFC initiated the Annual HBCU/MSI Partnerships Meeting.
- The 1st annual event was held on September 17, 2014.
- This event targets NASA's immediate and future subcontracting opportunities for HBCUs and MSIs. This is also an opportunity to network with representatives from NASA and its prime contractors.
- Our 8th Annual HBCU/MSI Partnerships meeting is scheduled for October 26, 2022.

- **HBCU/MSI Joint Counseling Initiative:**

- **April 13, 2022 (HBCUs):**

- Presenters: Alabama State University (in AL), Langston University (in OK), Morgan State University (in MD), and Tennessee State University (in TN).
- 103 attendees with 93% of retention towards the end of event (peaked at 103 and the lowest number of attendees during event was 96).
- NASA Centers Represented: 6 (AMES, JSC, KSC, LaRC, MSFC, NSSC) along with JPL.
- Large Business Prime Contractors in attendance: 19
- Agencies: 8 (USAMC-Army, AMCOM, Dept. of Education, GSA, NIH, MDA, NASA, and SBA)
- HBCUs/MSIs (includes our presenters): 10 (ASU, ECSU, FIU, Langston Univ., MSU of Denver, Morgan State, Navajo State, Oklahoma State, TX University, TN State University)

- **August 24, 2022 (mostly MSIs)**

- Presenters: Elizabeth City State University (in NC), Florida International University (in FL), Metropolitan State University of Denver (in CO), Navajo State University (in NM) and Nunez Community College (in LA).

- **November 9, 2022 (HBCUs and MSIs)**

- Presenters: Arkansas State University Mid-South (AR), California Polytechnical State University (in CA), Northwest Indian College (in WA), Virginia State University (in VA).

# 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	The Boeing Co.	Southern University	HBCU	NNM07AB03C	24 Months	06/22/2022
*NSSC	Leidos	Sure Secure Solutions, LLC	EDWOSB	80NSSC19D0001	24 Months	06/30/2022

*\*MPAs approved since March 1, 2020*

# PENDING MPAS AT MSFC

NASA Center	Mentor	Protégé	Contract No.	Protégé Classification	POP Months	Status
MSFC	Jacobs	K S Ware & Associates, LLC	80MSFC19D0021	WOSB	36 Months	Received Monday, April 18, 2022
GSFC	Peraton	Metis Technology Solutions, Inc.	80GSFC19C0063	WOSB	12 Months	Received Friday, April 22, 2022 Accepted May 11, 2022 Pending Executed NASA Mod.

# INCOMING AGREEMENTS

NASA Center	Mentor	Protégé	Contract No.	Protégé Classification	POP Months	Status
GSFC	KBR, Inc.	SPACENAV, LLC	NNG17HP02C	HUBZone-certified	12 Months	Pending follow-on results
GSFC	Peraton	University of Maryland Eastern Shore (UMES)	80GSFC19C0060	HBCU	36 Months	At GSFC/On hold for Contract Novation
GSFC	Peraton	KIRA Aerospace, LLC	80GSFC19C0060	SDB, Native Indian, HUBZone	24 Months	At GSFC/On hold for Contract Novation
MSFC	Northrop Grumman Space Sector	Florida A&M University	NNM07AA75C	HBCU	TBD	Mentor submitting to MSFC soon