



DOING BUSINESS WITH MSFC

David E. Brock
MSFC Small Business Specialist

June 14, 2023



MARSHALL AT A GLANCE

Marshall is an engine of opportunity for its community and beyond.



\$8.3B (\$4.3B)

Total economic impact
(Alabama impact)



3rd largest

employer in the Huntsville -
Madison county area



> 7,000

employees at Marshall



4.6 million

square feet of space occupied
in Huntsville



MAF

2.2M square feet of
manufacturing space at
Michoud Assembly Facility
in New Orleans

MSFC KEY CENTER CAPABILITIES AND SERVICES

Propulsion

- Liquid Propulsion Technology and Development
- Propulsion Industrial Base Sustainment
- Solid Propulsion Technology and Development
- Propulsion Testing
- Advanced Propulsion Technology and Development

Materials and Manufacturing

- Materials Diagnostics and Fracture/Failure Analysis
- Materials Technology and Development
- Additive Manufacturing
- Large-Scale Manufacturing

Space Systems

- Payload Systems
- Mission Operations
- Life Support Systems Design and Development
- Environmental Test
- Space Weather and Natural Environments

Scientific Research

- Earth Science
- Planetary Science
- Heliophysics
- High-Energy Astrophysics
- Optical Systems

Space Transportation Systems

- Advanced Concepts and Systems Analysis
- Structural System Design and Analysis
- Structural Testing
- Thermal and Fluid Systems
- Avionics and Electrical Systems
- Guidance, Navigation, and Control
- Flight Software

MSFC TOP NAICS CODES

NAICS Codes	Description
336415	Guided Missile and Space Vehicle Propulsion Units and Propulsion Unit Parts Manufacturing
541715	Research and Development in the Physical, Engineering, and Life Sciences
541330	Engineering Services
561220	Facility Support Services

METRICS (THROUGH SEPTEMBER 30, 2022)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$19,677.6M			\$3,925.2M		19.9%
SB	23.0%	15.75%	\$3,553.9M	18.1%	8.0%	\$295.6M	7.5%	8.3%
SDB	11.0%	8.2%	\$1,565.6M	8.0%	3.9%	\$156.7M	4.0%	10.0%
HUBZone	3.0%	3.0%	\$200.7M	1.0%	0.5%	\$26.5M	0.7%	13.2%
WOSB	5.0%	5.0%	\$842.1M	4.3%	2.8%	\$155.4M	4.0%	18.5%
SDVO SB	3.0%	3.0%	\$288.8M	1.5%	1.0%	\$37.1M	0.9%	12.8%

Data generated on November 10, 2022

METRICS (THROUGH MAY 31, 2023)

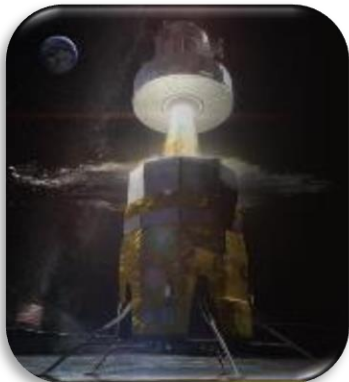
CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$12,283.7M			\$2,830.5M		23.0%
SB	23.0%	16.87%	\$1,865.3M	15.2%	6.3%	\$195.5M	6.9%	10.5%
SDB	12.0%	8.9%	\$873.8M	7.1%	3.4%	\$106.0M	3.8%	12.1%
HUBZone	3.0%	3.0%	\$114.7M	0.9%	0.5%	\$11.3M	0.4%	9.9%
WOSB	5.0%	5.0%	\$426.1M	3.5%	2.0%	\$56.8M	2.0%	13.3%
SDVO SB	3.0%	3.0%	\$257.4M	2.1%	0.5%	\$61.1M	2.2%	23.7%

Data generated on June 5, 2023

MSFC OFFICE OF PROCUREMENT PORTFOLIO

- **Space Launch System (SLS)**
 - Core Stage
 - Boosters
 - Launch Vehicle Stage Adapter
 - Engines (RS25 & RL10)
 - Exploration Upper Stage
 - Universal Stage Adapter
 - Interim Cryogenic Propulsion Stage
- **Human Landing System (HLS)**
- **Safety and Mission Assurance**
- **Center Operations Support Services**
 - Facilities
 - **Logistics Support (Agency Wide)**
 - Construction and Environmental
 - Protective Services
 - Admin Support
 - **Financial Support Services (Regional)**
 - Human Resources
- **ISS Payload and Operations Support**
- **Strategic Analysis and Communications**
- **Science and Technology**
 - Science Research and Projects
 - Exploration Technologies
 - Planetary Missions (Dragonfly, Solar Cruiser, etc.)
 - **Technology Transfer (Agency Wide)**
- **Engineering Support**
 - **Program Planning and Control (Regional)**
 - Spacecraft and Vehicles Systems
 - Propulsion and Test Laboratories
- **Human Exploration Development and Ops**

MSFC OP Mission - Explore and Execute Innovative, Effective, and Efficient Acquisition Business Solutions to Optimize Capabilities and Operations that enable MSFC and NASA's missions



MSFC ACQUISITION UPDATE

TITLE	INCUMBENT	CONTRACT	PREVIOUS COMPETITION	PROJECTED COMPETITION	DRAFT RFP	RFP RELEASE
Marshall Logistics Support Services	L&M Technologies, Inc.	80MSFC18A0001	SB set-aside	8(a) set-aide	3 rd quarter FY23	4 th quarter FY23
Consolidated Agency Technology Transfer Services	Acuity Edge, Inc.	80MSFC18C0040	HUBZone SB Sole Source	HUBZone SB set-aside	4 th Quarter FY23	1 st quarter FY24
IDIQ Minor Construction	Multiple	Multiple	SB set-aside	SB set-aside	3 rd quarter FY23	4 th quarter FY23
Exploration Production and Operations Contract	New Requirement	New Requirement	N/A	TBD	TBD	TBD
Center Operations Building Automation	LinTech Global, Inc.	80MSFC20D0007	GSA 8(a Stars) set-aside	TBD	TBD	TBD
Occupational Health Services	Inomedic Health Applications, Inc.	80MSFC19D0022	SB set-aside	TBD	TBD	TBD
Engineering Services and Science Capability Augmentation	Jacobs Technology	80MSFC18C0011	Full & Open	TBD	TBD	TBD
Facilities Operations and Maintenance Support Services	Amentum Services, Inc.	80MSFC17C0007	Full & Open	TBD	TBD	TBD

FY22 NASA AND MSFC PRIME CONTRACTOR CUMULATIVE SUBCONTRACTING DOLLAR COMPARISONS

CATEGORIES	% GOALS	NASA \$	% ACHIEVED	MSFC \$	% ACHIEVED
TSV		\$8,888.3M		\$1,280.2M	
SB	35.1%	\$3,471.9M	39.1%	\$533.1M	41.6%
SDB	5.0%	\$756.9M	8.5%	\$69.6M	5.4%
WOSB	5.0%	\$823.7M	9.3%	\$116.8M	9.1%
HUBZone SB	3.0%	\$298.8M	3.4%	\$37.3M	2.9%
VOSB	NA	\$379.0M	0.7%	\$64.3M	5.0%
SDVO SB	3.0%	\$268.4M	3.0%	\$41.7M	3.3%
HBCU/MSI	NA	\$26.1M	0.01%	\$3.6M	0.3%

MSFC FY 2022 TOP 20 LARGE PRIME CONTRACTS

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Space Launch System (SLS) Stages	Boeing	80MSFC20C0052 & NNM07AB03C	LB	\$1,237.9M
2	Human Landing System (HLS)	SpaceX	80MSFC20C0034	LB	\$818.7M
3	SLS RS-25 Engine	Aerojet Rocketdyne	NNM16AA02C	LB	\$303.0M
4	SLS Booster	Northrop Grumman Corp.	80NMSFC20D0008 & NNM07AA75C	LB	\$292.2M
5	Engineering Services & Skills Capabilities Augmentation	Jacobs	80MSFC18C0011	LB	\$235.3M
6	SLS Interim Cryogenic Propulsion	Boeing	NNM12AA82C	LB	\$110.1M
7	Chandra Science Center	Smithsonian Astrophysical Observatory	NAS8-03060	NP	\$71.3M
8	SLS RL10 Engine	Aerojet Rocketdyne	NNM16AA12C	LB	\$38.1M
9	Mission Operations & Integration	Teledyne Brown Engineering	NNM13AA29C	LB	\$38.0M
10	Facility Operations & Maintenance	Amentum	80MSFC17C0007	LB	\$30.9M

MSFC FY 2022 TOP 20 LARGE PRIME CONTRACTS (CONT.)

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
11	ESCAPADE	University of California	80MSFC19C0041	NP	\$27.4M
12	Huntsville Operations Support Center	COLSA Corporation	NNM17AA12C	SDVO SB	\$26.8M
13	Mars Ascent Vehicle Integrated Sys.	Lockheed Martin Corp.	80MSFC22CA005	LB	\$21.2M
14	Mars Ascent Propulsion	Northrop Grumman	80MSFC21C0010	LB	\$18.2M
15	Cryogenic Demonstration Mission	Lockheed Martin Corp.	80MSFC21CA001	LB	\$16.4M
16	Mission to Binary Asteroids	University of Colorado	80MSFC19C0038	LB	\$15.6M
17	Lunar Lander Concept Development	Lockheed Martin Corp.	80MSFC21CA017	LB	\$15.0M
18	Near Earth Object Surveillance	University of Arizona	80MSFC20C0045	NP	\$14.4M
19	SLS Launch Vehicle Stage Adapter	Teledyne Brown Engineering	NNM13AA35C	LB	\$14.1M
20	LUCI Discovery 2014	Southwest Research Institute	NNM16AA08C	NP	\$13.2M

SMALL BUSINESS RESOURCES AND MARKETING TOOLS

- “Doing Business at MSFC” web site: <https://doingbusiness.msfc.nasa.gov/>
- Acquisition planning tool: <https://doingbusiness.msfc.nasa.gov/apt/external>
- Acquisition forecast tool: <http://www.hq.nasa.gov/office/procurement/forecast/>
- Small Business Marketing Guide:
<https://doingbusiness.msfc.nasa.gov/documents/3128625/3140174/SBMG.pdf>
- NASA Active Contract List: <https://www.nasa.gov/osbp/active-contract-listings>

MAKING THE CONNECTION

- In-house counseling sessions via Microsoft Teams.
- Tag Team Wednesdays.
- Joint Counseling sessions featuring SB service providers, machine shop/fabricators, and HBCUs and MSIs.
- Semi-annual Marshall Small Business Alliance meetings (FY23 meetings scheduled for late March and mid to late September).
- Local and regional business forums.

MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
David Brock	Small Business Specialist	david.e.brock@nasa.gov	256-544-0267
Esther Veras	Contracts Administrator – Seventh Sense Consulting	esther.veras@nasa.gov	256-544-8816
Cheryl Webb	Contracts Administrator – Seventh Sense Consulting	cheryl.l.webb@nasa.gov	256-544-6263
Chip Jones	Small Business Technical Advisor	chip.jones@nasa.gov	256-544-2701
Jason Johnston	SBA Procurement Center Representative	jason.johnston@sba.gov	205-749-0079

Location: Bldg. 4260/Rm. 155
Office hours: 8:00 a.m. – 5:00 p.m. (CST)
MSFC-SBO@mail.nasa.gov