



DOING BUSINESS WITH NASA / MSFC

David E. Brock,
NASA Mentor Protégé Manager,
MSFC Small Business Specialist



NASA SMALL BUSINESS SPECIALISTS

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Vacant		Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfsc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfsc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	Information Technology Procurement Office	Robert O. Betts	757-864-6074	hq-itpo-smallbusiness@mail.nasa.gov
	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

NASA - FY22 TOP 20 NAICS TOTAL DOLLARS

NAICS	Description	Total Dollars
541710	R&D and Development in the Physical, Engineering, and Life Sciences	\$9,813,964,104
541712	“ “ Except Biotechnology	
541715	“ “ Except Nanotechnology and Biotechnology	
336414	Guided Missile and Space Vehicle Manufacturing	\$2,968,605,992
481212	Nonscheduled Chartered Freight Air Transportation	\$1,315,562,518
541330	Engineering Services	\$927,936,728
561210	Facilities Support Services	\$660,102,006
541512	Computer Systems Design Services	\$651,272,118
336415	Guided Missile & Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$458,232,193
541611	Administrative Management and General Management Consulting Services	\$237,883,842
517919	All Other Telecommunications	\$224,038,263

NASA - FY22 TOP 20 NAICS TOTAL DOLLARS, CONT.

NAICS	Description	Total Dollars
541519	Other Computer Related Services	\$205,030,660
236210	Industrial Building Construction	\$182,438,190
336419	Other Guided Missile and Space Vehicle Parts & Auxiliary Equipment Manufacturing	\$174,673,186
333314	Optical Instrument and Lens Manufacturing	\$169,514,110
561110	Office Administrative Services	\$158,031,468
541513	Computer Facilities Management Services	\$138,600,264
236220	Commercial and Institutional Building Construction	\$137,340,003
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System & Instrument Manufacturing	\$131,795,860
561612	Security Guards and Patrol Services	\$124,383,152
541713	Research and Development in Nanotechnology	\$115,928,660
488190	Other Support Activities for Air Transportation	\$115,575,910
TOTAL:		\$18,910,954,226

MARSHALL AT A GLANCE

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



\$8.3B
(FY24 Budget \$5.2B)
Total economic 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

METRICS (THROUGH SEPTEMBER 30, 2023)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$20,617.4M			\$4,759.4M		23.1%
SB	23.0%	16.87%	\$3,639.1M	17.7%	6.3%	\$322.4M	6.8%	8.9%
SDB	12.0%	8.9%	\$1,535.6M	7.5%	3.4%	\$159.6M	3.4%	10.4%
HUBZone	3.0%	3.0%	\$197.0M	1.0%	0.5%	\$27.0M	0.6%	13.7%
WOSB	5.0%	5.0%	\$818.1M	4.0%	2.0%	\$101.1M	2.1%	12.3%
SDVO SB	3.0%	3.0%	\$483.5M	2.4%	0.5%	\$91.4M	1.9%	18.9%

Data generated on October 9, 2023

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 2020-2023 PRIME CONTRACTOR CUMULATIVE SUBCONTRACTING TOTALS

CATEGORIES	NASA FY23 % GOALS	FY20 \$ ACHVD.	FY20 % ACHVD.	FY21 \$ ACHVD.	FY21 % ACHVD.	FY22 \$ ACHVD.	FY22 % ACHVD.	*FY23 \$ ACHVD.	FY23 % ACHVD.
		\$1,193.3M		\$1,262.9M		\$1,280.2M		\$1,200.3M	
SB	34.5%	\$405.7M	34.0%	\$406.9M	32.2%	\$533.1M	41.6%	\$524.7M	43.7%
SDB	5.0%	\$71.4M	6.0%	\$49.9M	4.0%	\$69.6M	5.4%	\$56.6M	4.7%
WOSB	5.0%	\$109.0M	9.1%	\$101.1M	8.0%	\$116.8M	9.1%	\$136.7M	11.4%
HUBZone SB	3.0%	\$36.2M	3.0%	\$38.5M	3.1%	\$37.3M	2.9%	\$63.9M	5.3%
SDVO SB	3.0%	\$32.9M	2.8%	\$31.2M	2.5%	\$41.7M	3.3%	\$42.9M	3.6%

*ISR data for the period ending March 31, 2023.

MSFC FY 2023 TOP 20 LARGE BUSINESS PRIME CONTRACTS

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Space Launch System (SLS) Stages Production & Evolution	The Boeing Company	80MSFC20C0052 & NNM07AB03C	LB	\$1,037.7M
2	Human Landing System (HLS)	Space Exploration Technologies Corp.	80MSFC20C0034	LB	\$818.7M
3	HLS	Blue Origin LLC	80MSFC23CA014	LB	\$425.0M
4	SLS Booster	Northrop Grumman Systems Corp.	80MSFC20D0008 & NNM07AA75C	LB	\$382.1M
5	SLS RS-25 Engine	Aerojet Rocketdyne, Inc.	NNM16AA02C	LB	\$345.3M
6	Engineering Services & Skills Capabilities Augmentation	Jacobs Technology, Inc.	80MSFC18C0011	LB	\$236.9M
7	SLS Interim Cryogenic Propulsion	The Boeing Company	NNM12AA82C	LB	\$81.4M
8	Marshall Operations, Systems, Services, & Integration	Teledyne Brown Engineering, Inc.	80MSFC22CA016	LB	\$70.6M
9	Chandra Science Center	Smithsonian Astrophysical Observatory	NAS8-03060	NP	\$58.2M
10	Mars Ascent Vehicle Integrated Sys.	Lockheed Martin Corp.	80MSFC22CA005	LB	\$51.7M

MSFC FY 2023 TOP 20 LARGE BUSINESS PRIME CONTRACTS (CONT.)

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
11	Facility Operations & Maintenance Support Services (FOMSS)	Amentum Services, Inc.	80MSFC17C0007	LB	\$27.8M
12	Mars Ascent Propulsion	Northrop Grumman Systems Corp.	80MSFC21C0010	LB	\$27.7M
13	SLS RL10 Engine	Aerojet Rocketdyne, Inc.	NNM16AA12C	LB	\$23.6M
14	JUNO Mission	Southwest Research Institute	NNM06AA75C	NP	\$18.8M
15	Smart Propulsion Flight Demonstration	United Launch Alliance LLC	80MSFC21CA004	LB	\$16.6M
16	Cryogenic Demonstration Mission	Lockheed Martin Corp.	80MSFC21CA001	LB	\$15.4M
17	Cryogenic Propellant Management & Transfer	Space Exploration Technologies Corp.	80MSFC21CA002	LB	\$15.0M
18	Lunar Trailblazer Mission	California Institute of Technology	80MSFC19C0042	NP	\$14.6M
19	SLS Launch Vehicle Stage Adapter	Teledyne Brown Engineering, Inc.	NNM13AA35C	LB	\$14.7M
20	Near Earth Object Surveillance	University of Arizona	80MSFC20C0045	NP	\$13.8M

NASA - FY22 TOP 20 PRIME CONTRACTORS

VENDOR NAME	WEBSITE	TOTAL DOLLARS
California Institute of Technology (JPL)	https://acquisitions.jpl.nasa.gov	\$2,658,468,662
Space Exploration Technologies Corp.	https://www.spacex.com/supplier/index.html	\$2,087,826,290
The Boeing Company	http://www.boeingsuppliers.com/esd/getstart.html	\$1,709,462,775
Lockheed Martin Corporation	https://www.lockheedmartin.com/en-us/suppliers.html	\$1,333,926,482
Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)	https://www.northropgrumman.com/suppliers/	\$1,130,538,409
Jacobs Technologies, Inc.	https://www.jacobs.com/suppliers/	\$958,920,809
KBR, Inc. (Includes Wyle and SGT)	https://kbrsupplier.com/	\$766,344,995
Science Applications International Corporation	https://www.saic.com/who-we-are/suppliers-and-small-business	\$467,709,748
Aerojet Rocketdyne of DE, Inc.	https://www.rocket.com/suppliernet	\$408,090,107
Johns Hopkins University (5111)	https://hopkinsmedicine.org/business/index.html	\$344,760,958

NASA - FY22 TOP 20 PRIME CONTRACTORS, CONT.

VENDOR NAME	WEBSITE	TOTAL DOLLARS
Leidos	https://www.leidos.com/suppliers	\$331,560,600
Science Systems and Applications, Inc.	https://www.ssaihq.com/contact-us	\$257,249,220
Peraton, Inc.	https://www.peraton.com/suppliers/	\$253,792,456
Raytheon Technologies Corp.	https://www.rtx.com/suppliers	\$197,892,100
Maxar Space, LLC	https://www.maxar.com/legal/suppliers	\$169,595,813
Syncom Space Services, LLC	http://syncomspaceservices.com/	\$167,564,964
Universities Space Research Association	https://www.aura-astronomy.org/	\$161,907,607
Ball Aerospace & Technologies Corp.	https://www.ball.com/aerospace/about-aerospace/suppliers-resources	\$148,348,200
Sierra Nevada Corp.	https://www.sncorp.com/suppliers/doing-business-with-snc/	\$140,477,554
Astrobotic Technology, Inc.	https://www.astrobotic.com/	\$117,176,864
Total:		\$13,811,614,612

PAST & PRESENT NASA MENTOR-PROTÉGÉ AGREEMENTS WITH HBCU/MSI

NASA Center	Mentor	Protégé	Protégé Classification	Contract No.	MPA Duration	POP
JSC	PAE Applied Technology	Prairie View A&M University	HBCU	NNJ08JA02C	12	2/7/2018 - 2/6/2019
MSFC	ATK Launch	Florida A&M	HBCU	NNM07AA75C	9	11/7/2013 - 8/6/2014
MSFC	Jacobs	Tuskegee University	HBCU	NNM05AB50C	36	1/2010 - 12/2013
MSFC	Pratt & Whitney Rocketdyne	Alabama A&M	HBCU	NNM06AB13C	24	7/10/2012 - 7/9/2014
MSFC	SAIC	Oakwood University	HBCU	NNM04AA02C	36	1/1/2009 - 12/31/2012
MSFC	Teledyne Brown Engineering	University of Nevada-Las Vegas	MSI	NNM13AA29C	12	8/3/2015 - 8/2/2016
MSFC	Teledyne Brown Engineering	Alabama State University	HBCU	NNM13AA29C	12	8/3/2015 - 8/2/2016
MSFC	The Boeing Company	Southern University	HBCU	NNM07AB03C	24	6/23/2020 - 6/22/2022
NSSC	Enterprise Solutions, LLC	Jackson State University	HBCU	NNX11AA01C	9	4/13/2018 - 1/12/2019

NASA OSBP WEBSITE

WWW.NASA.GOV/OSBP

- Website highlights:
 - How to Do Business with NASA
 - OSBP Learning Series
 - OSBP Outreach
 - Active Contract Listings
 - Small Business Resource links
 - Small Business Specialist contact

The screenshot shows the NASA OSBP website homepage. At the top, there is a navigation bar with links for Topics, Missions, Galleries, NASA TV, Follow NASA, Downloads, About, and NASA Audiences. Below the navigation bar is a large blue banner with the text "Office of Small Business Programs" and the tagline "...where small business makes a BIG difference." The main content area is divided into several sections: a "Follow" sidebar with social media icons and a menu of links; a "How to Do Business with NASA" section with a list of resources; a "Tweets from @NASA_OSBP" section featuring a tweet about a Small Business Specialist; a "Small Business Specialist Spotlight" section with a photo of three specialists; an "Active Contract Listings" section with a photo of a satellite; a "News and Events" section with a list of upcoming events; and an "OSBP Leadership" section with a vertical list of staff members and their titles. At the bottom left of the screenshot, there is a small cartoon robot character holding a megaphone.



NASA OSBP Outreach Opportunities

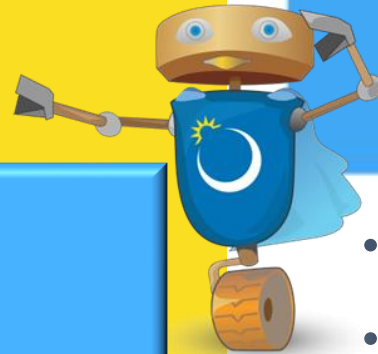
UPCOMING OUTREACH

January 25, 2024 – Virtual

- NASA Small Business Outreach Event and Networking

March 27-28 – In-person

- NASA and Partners Small Business and HBCU Summit



OSBP LEARNING SERIES VIRTUAL OUTREACH

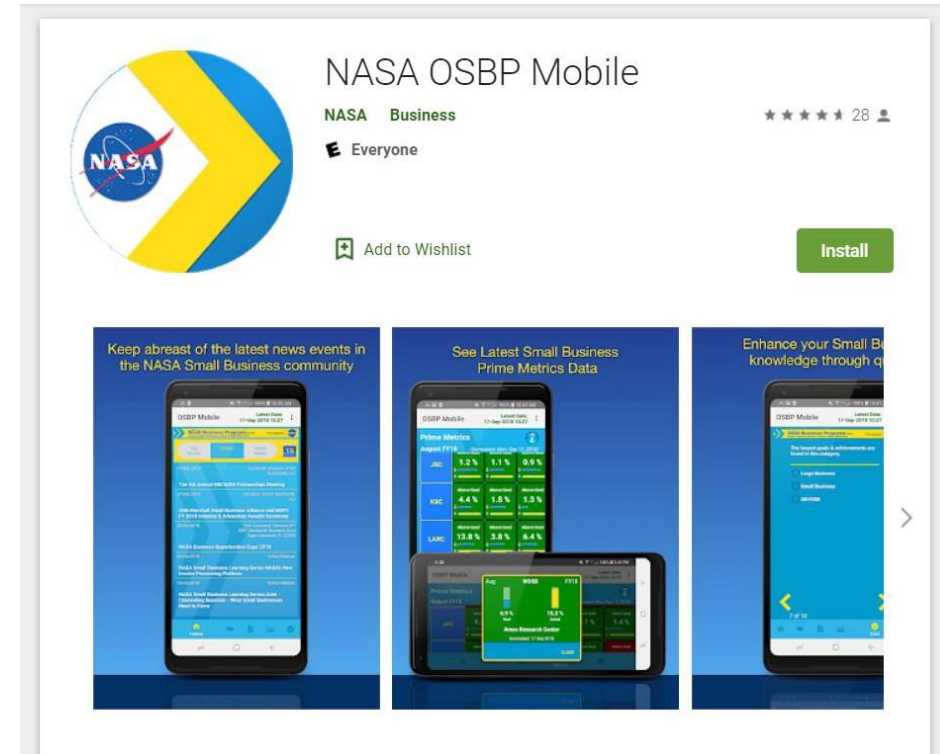
- Held the 3rd Wednesday each month
- Events feature guests from NASA, Federal agencies including:
 - Small Business Administration (SBA)
 - General Services Administration (GSA)
 - U. S. Women's Chamber of Commerce
 - And more
- Q&A session is included
- Request registration link [HERE](#)

OSBP MOBILE APP

OSBP Mobile is designed to help:

- Provide active contract listings and requests for proposals
- Network with Small Business Specialists at each NASA Center
- Explore the latest Agency prime metrics data
- Inform you of the latest small business news and events

Come make a BIG difference at NASA!



Download at:
<https://play.google.com/>
<https://apps.apple.com/>

PSL SERVICE DELIVERY MODEL

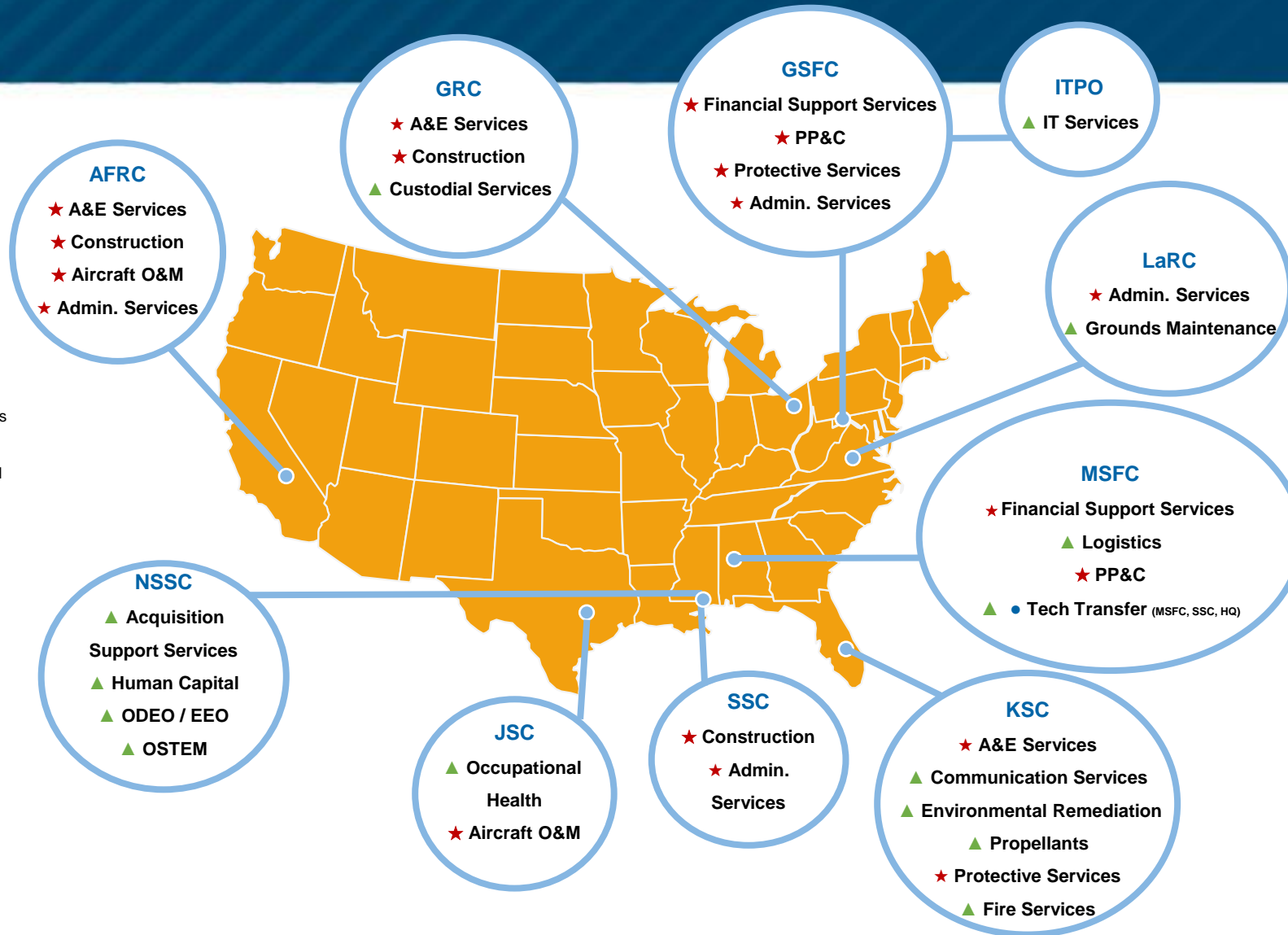
▲ Centralized: Procures for Agency

★ Regionalized

● Remains Localized at each Center

- Environmental Compliance
- Utilities
- Facilities O&M
- Engineering
- Safety & Mission Assurance
- Tech Transfer*

Regionalized or centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g., SEB).



UTILIZE THE NASA ACTIVE CONTRACTS LISTS FOR TRACKING FUTURE COMPETITIONS

- ❖ Accounting, Financial, And Business Services Contracts
 - ❖ Administrative Services Contracts
 - ❖ Engineering
 - ❖ Environmental Remediation Contracts
 - ❖ Facility Contracts
 - ❖ Information Technology Contracts
 - ❖ Multiple Award Construction Contracts
 - ❖ Occupational Health Contracts
 - ❖ Protective Services Contracts
- ❖ NASA Active Contract List: <https://www.nasa.gov/osbp/active-contract-listings>

SAMPLE NASA ACTIVE CONTRACTS LISTING: FACILITIES

NASA FACILITIES CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$44.9 M	2/28/2023 Last Date to Order
ARC	561210	Safety & Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
ARC	561210	Aerospace Testing & Facilities O&M (ATOM-5)	Jacobs Technology 80ARC022DA011	Full & Open	\$298 M	6/21/2027 Last Date to Order
ARC	561210	Logistics Management Services (LMS)	Lockwood Hills, LLC 80ARC017C0001	SB Set-Aside	\$46.1 M	1/14/2023
ARC	561210	Ames Facilities Maintenance Support Services (AFSS)	Jacobs Technology NNA15BB23C	Full & Open	\$232 M	10/12/2025
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
GRC	561210	Technical Info, Admin, Logistics Svcs II (TIALS 2)	Alcyon Technical Services (ATS) JV, LLC NNC15CA30C	SB Set-Aside	\$175.6 M	3/31/2023 Last Date to Order
GRC	561210	Technical, Facilities, O&M, & Engineering (TFOME)	HX5 Sierra, LLC NNC15BA02B	SB Set-Aside	\$379.9 M	5/31/2025
GSFC	561210	O&M for IV&V Facility	West Virginia University Research Corporation 80GSFC19C0074	Sole Source	\$25 M	9/30/2025
GSFC	561210	Facilities Operations and Maintenance Services (FOMS) III	AKIMA Support Operation, LLC 80GSFC18C0054	Full & Open	\$14.1 M	4/14/2023
GSFC	561720	Custodial, Landscaping, and Recycling Services	Melwood Horticultural Training Center, Inc. 80GSFC20C0098	Ability One	\$27.8 M	6/30/2025
GSFC	561210	Northern Latitude Sounding Rocket Launch Site	University of Alaska-Fairbanks 80GSFC20C0023	Sole Source	\$30 M	11/30/2029
GSFC/WFF	561730	Landscaping & Trash and Recycling Removal at WFF	Didlake, Inc. 80GSFC20D0010	Ability One	\$4.1 M	4/19/2025 Last Date to Order
HQ	561210	Headquarters Operations Support Services (HOSS)	Lintech-Beacon, LLC 80HQTR18C0002	8(a) Competitive	\$14.7 M	5/30/2023 Last Date to Order
HQ	561210	Infrared Telescope Facility (IRTF)	University of Hawaii Systems 80HQTR19D0030	Sole Source	\$32.8 M	6/30/2023 Last Date to Order

Small Business Resources

NASA Acquisition Forecast

- Expected contract opportunities in a downloadable spreadsheet format
 - By Center
 - By Quarter and Fiscal Year



Active Contract Listings (ACLs)

- Record NASA recurring acquisitions in the categories of:
 - Accounting Financial Business Services
 - Administrative Services
 - Environmental Services and Remediation
 - Facilities Maintenance
 - IT
 - Multiple Award Construction
 - Occupational Health
 - Protective Services

SAM.GOV

- List procurement notices
- Searchable procurement opportunities
- Set your account for Searches and Notifications on SAM.gov
 - NAICS, Agency or Word search
- Sources Sought Announcements (SSA) and Requests For Information (RFI)
 - Respond to the announcement as stated
 - Assist in making SB Set-aside decisions
- Federal Procurement Data System – FPDS
 - 500 Data Points within FPDS
 - Registration not required for searches

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
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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