



MSFC SMALL BUSINESS UPDATE

David E. Brock

Small Business Specialist

March 20, 2024



FY23 TOP 20 NAICS TOTAL DOLLARS

NAICS	Description	Total Dollars
541710	R&D and Development in the Physical, Engineering, and Life Sciences	\$10,625,868,284
541712	“ “ Except Biotechnology	
541715	“ “ Except Nanotechnology and Biotechnology	
336414	Guided Missile and Space Vehicle Manufacturing	\$2,908,592,217
481212	Nonscheduled Chartered Freight Air Transportation	\$1,220,167,210
541330	Engineering Services	\$1,156,868,118
561210	Facilities Support Services	\$608,837,119
541512	Computer Systems Design Services	\$573,967,728
336415	Guided Missile & Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$534,262,099
236210	Industrial Building Construction	\$390,188,665
541519	Other Computer Related Services	\$323,287,079
517919	All Other Telecommunications	\$236,539,344

FY23 TOP 20 NAICS TOTAL DOLLARS, CONT.

NAICS	Description	Total Dollars
336419	Other Guided Missile and Space Vehicle Parts & Auxiliary Equipment Manufacturing	\$221,580,553
325120	Industrial Gas Manufacturing	\$215,733,617
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System & Instrument Manufacturing	\$151,008,860
236220	Commercial and Institutional Building Construction	\$131,724,274
561110	Office Administrative Services	\$122,100,326
541611	Administrative Management and General Management Consulting Services	\$112,134,363
333314	Optical Instrument and Lens Manufacturing	\$111,276,705
561612	Security Guards and Patrol Services	\$100,007,655
488190	Other Support Activities for Air Transportation	\$91,999,277
541990	All Other Professional, Scientific and Technical Services	\$84,777,912
TOTAL:		\$19,920,921,406

METRICS (THROUGH SEPTEMBER 30, 2023)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$20,650.2M			\$4,763.5M		23.1%
SB	23.0%	16.87%	\$3,642.9M	17.6%	6.3%	\$322.4M	6.8%	8.9%
SDB	12.0%	8.9%	\$1,599.4M	7.7%	3.4%	\$160.2M	3.4%	10.0%
HUBZone	3.0%	3.0%	\$198.1M	1.0%	0.5%	\$27.4M	0.6%	13.8%
WOSB	5.0%	5.0%	\$822.4M	4.0%	2.0%	\$101.1M	2.1%	12.3%
SDVO SB	3.0%	3.0%	\$483.7M	2.3%	0.5%	\$91.4M	1.9%	18.9%

Data generated on November 15, 2023

NASA/MSFC FY23 CUMULATIVE SUBCONTRACTING DOLLARS

CATEGORIES	NASA % GOALS	NASA FY23 \$ ACHVD.	NASA FY23 % ACHVD.	MSFC FY23 \$ ACHVD.	MSFC FY23 % ACHVD.
TSV		\$9,086.5M		\$2,230.0M	
SB	35.5%	\$4,004.9M	44.1%	\$902.0M	40.4%
SDB	5.0%	\$784.3M	8.6%	\$107.7M	4.8%
WOSB	5.0%	\$979.4M	10.8%	\$219.6M	9.8%
HUBZone SB	3.0%	\$307.4M	3.4%	\$85.8M	3.8%
SDVO SB	3.0%	\$456.4M	5.0%	\$35.8M	1.6%

MSFC FY23 CUMULATIVE SMALL BUSINESS DOLLARS

CATEGORIES	DIRECT \$	SUBCONTRACT \$	CUMULATIVE \$	% ACHIEVED
Procurement \$			\$4,763.5M	
SB	\$322.4M	\$902.0M	\$1,224.4M	25.7%
SDB	\$160.2M	\$107.7M	\$267.9M	5.6%
WOSB	\$101.1M	\$219.6M	\$321.4M	6.7%
HUBZone	\$27.4M	\$85.8M	\$113.2M	2.4%
VOSB	\$95.1M	\$93.8M	\$188.9M	4.0%
SDVO SB	\$91.4M	\$35.8M	\$127.3M	2.7%

METRICS (THROUGH FEBRUARY 29, 2024)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$6,257.6M			\$1,353.7M		21.6%
SB	23.0%	TBD	\$920.3M	14.7%	5.7%	\$96.2M	7.1%	10.4%
SDB	12.0%	8.4%	\$422.3M	6.8%	3.1%	\$58.9M	4.4%	13.9%
HUBZone	3.0%	3.0%	\$58.9M	0.9%	0.5%	\$5.2M	0.4%	8.8%
WOSB	5.0%	5.0%	\$225.6M	3.6%	1.8%	\$31.7M	2.3%	14.0%
SDVO SB	3.0%	3.0%	\$125.5M	2.0%	1.6%	\$30.8M	2.3%	24.5%

Data generated on March 4, 2024.

MSFC SIGNIFICANT FY2024 SMALL BUSINESS CONTRACT AWARDS

Start Date	Awardee	Classification	Contract No.	Title	Potential Value
March 1, 2024	CBF Partners JV, LLC	SDB & WOSB	80MSFC24F0049	Task Order for MSFC and MAF under DASS Contract	\$2.8M

MSFC FY24 AND BEYOND SUBCONTRACTING FOCUS AREAS

- Increase prime contractor subcontracting dollars with SDB, WOSB, HUBZone SB, and SDVO SB concerns.
- Meeting small business subcontracting percentage goals with increased emphasis on assessment of prime contractor individual subcontract reports.
- Increase in the number of Mentor-Protégé Agreements.
- More attention given to prime contractor good faith effort.

FY2021-2023 SUMMARY OF SUBCONTRACTING PERCENTAGE GOALS NOT MET

CATEGORIES	FY21 % NOT MET	FY22 % NOT MET	FY23 % NOT MET
SB	16.4%	30.4%	30.0%
SDB	50.0%	43.6%	38.1%
WOSB	31.4%	29.3%	21.0%
HBCU/MSI	43.7%	64.7%	79.0%
HUBZone	60.0%	58.6%	58.1%
VOSB	35.5%	42.9%	44.7%
SDVO SB	65.4%	51.6%	63.6%

TOP 20 NASA PRIME CONTRACTORS FY 2023



OFFICE OF **SMALL BUSINESS** PROGRAMS
..where small business makes a **BIG** difference

VENDOR NAME AND WEBSITE	TOTAL DOLLARS
California Institute of Technology (JPL) https://acquisitions.jpl.nasa.gov	\$2,922,677,243
Space Exploration Technologies Corp. https://www.spacex.com/supplier/index.html	\$2,250,758,731
The Boeing Company http://www.boeing.com/suppliers/esd/getstart.html	\$1,568,498,599
Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK) https://www.northropgrumman.com/suppliers/	\$1,251,623,011
Lockheed Martin Corporation https://www.lockheedmartin.com/en-us/suppliers.html	\$1,221,943,785
Jacobs Technology, Inc. https://www.jacobs.com/suppliers/	\$946,316,790
KBR Wyle Services, Inc. https://kbrsupplier.com/	\$722,587,900
Johns Hopkins University Applied Physics Laboratory LLC https://hopkinsmedicine.org/business/index.html	\$449,100,521
Blue Origin LLC https://www.blueorigin.com/fly-with-us/become-a-supplier	\$440,849,404
Science Applications International Corporation https://www.saic.com/who-we-are/suppliers-and-small-business	\$426,436,260
Aerojet Rocketdyne of DE, Inc. https://www.rocket.com/supplernet	\$418,618,993
Leidos https://www.leidos.com/suppliers	\$359,353,430
Peraton, Inc. https://www.peraton.com/suppliers/	\$337,355,934
Bechtel National, Inc. https://www.bechtel.com/suppliers/	\$308,679,000
L3Harris Technologies, Inc. (Includes Aerodyne-SGT Engineering Services LLC) https://www.l3harris.com/supply-chain	\$285,184,931
Science Systems and Applications, Inc. https://www.ssaihq.com/contact-us	\$241,109,133
Maxar Space, LLC https://www.maxar.com/legal/suppliers	\$178,315,215
Air Products and Chemicals, Inc. https://www.airproducts.com/company/suppliers	\$172,185,991
Syncom Space Services Llc http://www.syncomspaceservices.com/	\$146,326,084
Ball Aerospace & Technologies Corp. https://www.ball.com/aerospace/about-aerospace/supplier-resources	\$129,931,562

TOTAL \$14,777,852,516

ACQUISITION FORECAST

TITLE	INCUMBENT	CONTRACT	PREVIOUS COMPETITION	PROJECTED COMPETITION	DRAFT RFP RELEASE	RFP RELEASE
Configuration Management & Data Management	Victory Solutions, Inc.	NNM13AA66T	GSA SDVOSB set-aside	TBD	4 th Qtr. FY24	1 st Qtr. FY25
Engineering Support for MSFC Engineering Directorate's Space Systems Department And Other MSFC Departments, Directorate	Cepeda Systems & Software Analysis	80MSFC20A0002	GSA HUBZone set-aside	TBD	3 rd Qtr. FY24	4 th Qtr. FY24
Engineering Services and Science Capability Augmentation	Jacobs	80MSFC18C0011	Full & Open	Full & Open	4 th Qtr. FY24	1 st Qtr. FY25
Next Generation Scalable Data Engineering, Operations, and Informatics Support for Open Science	New Requirement	New Requirement	New Requirement	SB Set-Aside	3 rd Qtr. FY24	4 th Qtr. FY24
Facility Operations & Maintenance Support Services	AMENTUM Services, Inc	80MSFC17C0007	Full & Open	TBD	4 th Qtr. FY24	1 st Qtr. FY25
Software Independent Validation and Verification	4M Research	80MSFC22F0109	GSA WOSB set-aside	TBD	4 th Qtr. FY24	1 st Qtr. FY25
Safety & Mission Assurance Services	Bastion Technology	80MSFC18C0005	SB Set-Aside	TBD	TBD	TBD

OSBP Reassignment of Duties

NASA OSBP Enterprise Team will have three (3) distinct subset program offices.

Acquisition (Acq.) Support Office	Industry Engagement & Strategic Communications (IESC) Office	Policy & Program Management (PPM) Office
Program Manager: Elizabeth Haase	Program Manager: Charles Williams	Program Manager: Richard Mann
Team Members: NASA Center Small Business Specialists	Team Members: Truphelia Parker, Josezakia Byrd and Tracy Hudspeth	Team Members: Naeemah Lee and Briana Goins



ACQUISITION SUPPORT OFFICE

PROGRAM MANAGER: ELIZABETH “ANNE” HAASE

Team Members: Center Small Business Specialists

Acquisition Support Office Portfolio:

- 1787s, D&Fs
- J&As
- FAR and NASA FAR Supplement (NFS) procedural
- SBS duties/functions, Procurement Management Reviews (PMRs)
- Office of Procurement Liaison/POC
- SBIR STTR POC
- SBA Surveillance Reviews
- Bundling/Consolidation POC
- Procurement Control Board POC
- SBTA/SBTC Coordinator
- Inter-Office Liaison for OP and OGC

INDUSTRY ENGAGEMENT & STRATEGIC COMMUNICATIONS (IESC) OFFICE PROGRAM MANAGER: CHARLES WILLIAMS

Team Members: Truphelia Parker, Josezakia Byrd, Tracy Hudspeth

IESC Office Portfolio:

- Enterprise External Outreach and Training Program Coordinators
- Standardization OSBP Communication Documents and Marketing Products
- IT Platforms integration and management (i.e. Mobile App, NVDB)
- DEIA POC
- Inter-Office Liaison for (OLIA, Partnerships Office, OSTEM, OCOMM)
- SB Awards Program, External
- External MOUs
- OSBP Strategic Plan

POLICY & PROGRAM MANAGEMENT (PPM) OFFICE

PROGRAM MANAGER: RICHARD MANN

Team Members: Naeemah Lee, Briana Goins

PPM Office Portfolio:

- Small Business Goaling
- Metrics & Metrics Reporting
- SBA Scorecard Development and Tracking
- eSRS/Subcontracting
- NASA MPP
- A-123/Risk Management, POC/Coordinator
- OSBP Strategic Initiatives
- OSDBU/SBPAC Liaison and SB Interagency Workgroups
- Internal Training Plan Coordinators
- Internal NASA Governance review and coordination
- NASA Online Directives Information System (NODIS)
- NASA Future of Work POC
- Small Business Program Report Template Coordinator
- Baseline Performance Review Manager
- Budget
- HR Support
- P-card Manager
- COR Duties
- AA Action Items /Emails
- Standard Operating Procedures and Desk Guide Coordinators
- Congressional Inquiries,
- External Audits (i.e. GAO, OIG)
- SBA Ombudsman inquires