



MSFC Small Business Update – MPCSC Offsite

David Brock

MSFC Small Business Specialist

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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

SMALL BUSINESS PROGRAM INITIATIVES DRIVES PROGRAM SUCCESS

- In-reach Initiatives:
 - PS “Chat” sessions.
 - Procurement Small Business Action Teams.
 - SB Program briefings to MSFC organizational leadership teams.
 - MSFC Small Business Technical Coordinators.
- Outreach Initiatives:
 - Telecom Wednesdays.
 - Quarterly Joint Counseling sessions.
 - Marshall Small Business Alliance meetings.
 - Business Forum Outreach Initiative.
 - Historically Black Colleges and Universities & Minority Serving Institutions Partnerships meeting.
- Industry Councils:
 - Small Business Executive Leadership Team.
 - Marshall Prime Contractor Suppliers Council.

MARSHALL PRIME CONTRACTOR SUPPLIER COUNCIL

- Council established in January 2003.
- Comprised of more than one hundred fifty members representing approximately sixty large businesses.
- Currently conducting bi-monthly meetings and one 3-day off-site meeting each fiscal year.
- Objective:
 - Develop strategies for increasing subcontracting opportunities for small business participation.
 - lessons learned, best practices, and supplier resources.
 - Heighten awareness of the NASA Small Business Subcontracting Program.

MSFC FY 2019 - 2023 SMALL BUSINESS DIRECT GOAL ACHIEVEMENTS

CATEGORIES	FY2019	FY2020	FY2021	FY2022	FY2023
Procurement Dollars	\$2,573.1M	\$3,370.8M	\$3,901.4M	\$3,925.2M	\$4,759.4M
SB % Goals	10.4%	8.2%	7.6%	8.0%	6.3%
SB Dollars	\$351.7M	\$326.5M	\$346.3M	\$295.6M	\$322.4M
SB % Achieved	13.7%	9.7%	8.9%	7.5%	6.8%
SDB % Goals	4.6%	3.5%	3.4%	3.9%	3.4%
SDB Dollars	\$149.1M	\$182.4M	\$170.9M	\$156.7M	\$159.6M
SDB % Achieved	5.8%	5.4%	4.4%	4.0%	3.4%
WOSB % Goals	4.1%	3.0%	2.4%	2.8%	2.0%
WOSB Dollars	\$112.3M	\$105.7M	\$128.7M	\$155.4M	\$101.1M
WOSB % Achieved	4.4%	3.1%	3.3%	4.0%	2.1%
HUBZone SB % Goals	0.4%	0.4%	0.4%	0.5%	0.5%
HUBZone SB Dollars	\$14.6M	\$44.5M	\$15.1M	\$26.5M	\$27.0M
HUBZone SB % Achieved	0.6%	1.3%	0.4%	0.7%	0.6%
SDVO SB % Goals	2.5%	1.9%	2.5%	1.0%	0.5%
SDVO SB Dollars	\$90.7M	\$129.0M	\$99.0M	\$37.1M	\$91.4M
SDVO SB % Achieved	3.5%	3.8%	2.5%	1.0%	1.9%

METRICS (THROUGH JULY 31, 2024)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$14,374.0M			\$3,316.2M		23.1%
SB	23.0%	16.9%	\$2,529.7M	17.6%	5.7%	\$253.8M	7.7%	10.0%
SDB	12.0%	8.4%	\$1,074.8M	7.5%	3.1%	\$145.3M	4.4%	13.5%
HUBZone	3.0%	3.0%	\$135.1M	1.0%	0.5%	\$12.1M	0.4%	9.0%
WOSB	5.0%	5.0%	\$568.9M	3.9%	1.8%	\$92.8M	2.8%	16.3%
SDVO SB	3.0%	5.0%	\$383.2M	2.7%	1.6%	\$77.1M	2.3%	20.1%

Data generated on Aug. 5, 2024.

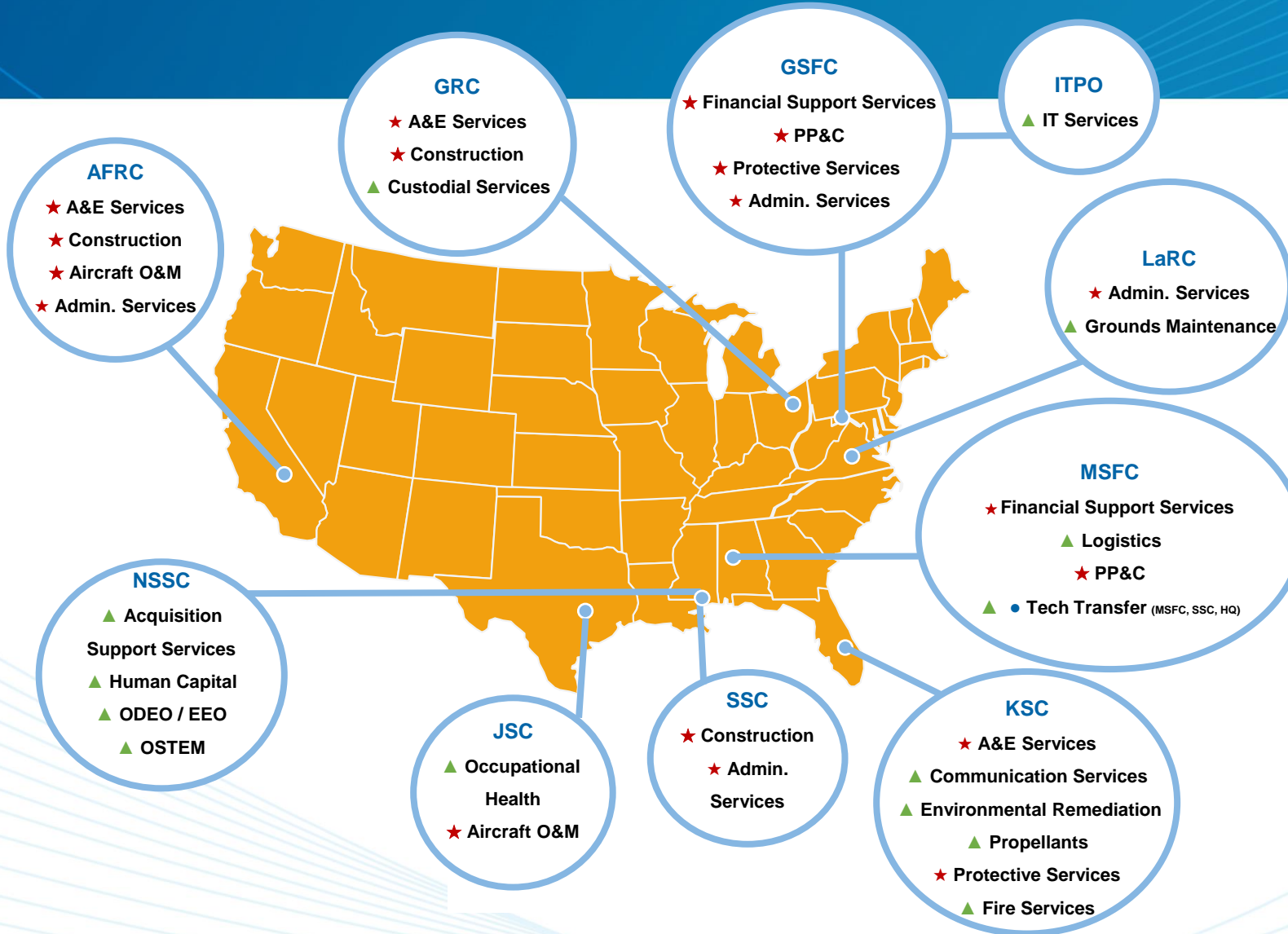
MSFC SIGNIFICANT FY2024 SMALL BUSINESS CONTRACT AWARDS

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	POTENTIAL VALUE
MARCH 1	CDF Partners JV, LLC	SDB & WOSB	80MSFC24F0049	MSFC (including MAF) added to DASS contract	\$2.8M
MARCH 20	NexTech LinTech, LLC	8(a) SDB	80MSFC24DA002	Center Operations & Building Automation	\$4.9M
JUNE 24	Resolution LLC	8(a) SDB	80MSFC24CA012	Flight Systems Team Systems Integration and Technical Expertise	\$4.1M

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).



MSFC ACQUISITION FORECAST

TITLE	INCUMBENT	CONTRACT	PREVIOUS COMPETITION	PROJECTED COMPETITION	DRAFT RFP RELEASE	RFP RELEASE
Configuration and Data Management	Victory Solutions	NNM13AA66T	SDVOSB set-aside	SDVOSB set-aside	4 th qtr. FY24	1 st qtr. FY25
Engineering Services	Cepeda Systems and Software	80MSFC20A0002	GSA HUBZone SB set-aside	HUBZone SB set-aside	4 th qtr. FY24	1 st qtr. FY25
Engineering Services & Science Capability Augmentation	Jacobs	80MSFC18C0011	Full & open	Full & open	1 st qtr. FY25	2 nd qtr. FY25
Facility Operations & Maintenance Support Services	Amentum	80MSFC17C0007	Full & open	8(a) set-aside	4 th qtr. FY24	1 st qtr. FY25
Next Generation Open, scalable, Data Analysis, Processing, and Visualization Solution	TBD	TBD	TBD	SB set-aside	4 th qtr. FY24	4 th qtr. FY24
Safety and Mission Assurance Services	Bastion Technologies	80MSFC18C0005	SB set-aside	SB set-aside	4 th qtr. FY24	1 st qtr. FY25
Software IV & V	4M Research	80MSFC22F0109	GSA WOSB set-aside	TBD	TBD	TBD

MSFC FY24 AND BEYOND SMALL BUSINESS DIRECT GOAL CHALLENGES AND POTENTIAL PROGRAM IMPACTS

- Increase Agency's performance against small business direct goals in all categories especially the SDB, WOSB, HUBZone SB, SDVO SB, and HBCU/MSI sub-category goals.
- Minimize impact of strategic sourcing and Agency enterprise Product Service Lines on NASA's small business direct dollars and contract base.

SMALL DISADVANTAGE BUSINESS PERCENT GOAL CHALLENGE

FISCAL YEAR	GOV'T % GOAL	NASA % GOAL	NASA % ACHIEVED	MSFC % GOAL	MSFC % ACHIEVED
FY22	11%	8.2%	8.0%	3.9%	4.0%
FY23	12%	8.9%	7.5%	3.4%	3.4%
FY24	13%	TBD	-	3.1%	-
FY25	15%	-	-	-	-

MSFC FY 2020-2023 PRIME CONTRACTOR CUMULATIVE SUBCONTRACTING TOTALS

CATEGORIES	NASA % GOALS	FY20 \$ ACHVD.	FY20 % ACHVD.	FY21 \$ ACHVD.	FY21 % ACHVD.	FY22 \$ ACHVD.	FY22 % ACHVD.	FY23 \$ ACHVD.	FY23 % ACHVD.
TSV		\$1,193.3M		\$1,262.9M		\$1,280.2M		\$2,230.0M	
SB	35.5%	\$405.7M	34.0%	\$406.9M	32.2%	\$533.1M	41.6%	\$902.0M	40.4%
SDB	5.0%	\$71.4M	6.0%	\$49.9M	4.0%	\$69.6M	5.4%	\$107.7M	4.8%
WOSB	5.0%	\$109.0M	9.1%	\$101.1M	8.0%	\$116.8M	9.1%	\$219.6M	9.8%
HUBZone SB	3.0%	\$36.2M	3.0%	\$38.5M	3.1%	\$37.3M	2.9%	\$85.8M	3.8%
SDVO SB	3.0%	\$32.9M	2.8%	\$31.2M	2.5%	\$41.7M	3.3%	\$35.8M	1.6%

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 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	\$911.6M
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

TOP 20 NASA PRIME CONTRACTORS FY2023

VENDOR NAME	WEBSITE	TOTAL DOLLARS
California Institute of Technology (JPL)	https://acquisitions.jpl.nasa.gov	\$2,922,677,243.00
Space Exploration Technologies Corp.	https://www.spacex.com/supplier/index.html	\$2,250,758,731.00
The Boeing Company	http://www.boeingsuppliers.com/esd/getstart.html	\$1,568,498,599.00
Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)	https://www.northropgrumman.com/suppliers/	\$1,251,623,011.00
Lockheed Martin Corporation	https://www.lockheedmartin.com/en-us/suppliers.html	\$1,221,943,785.00
Jacobs Technology, Inc.	https://www.jacobs.com/suppliers/	\$946,316,790.00
KBR Wyle Services, Inc.	https://kbrsupplier.com/	\$722,587,900.00
Johns Hopkins University Applied Physics Laboratory LLC	https://hopkinsmedicine.org/business/index.html	\$449,100,521.00
Blue Origin LLC	https://www.blueorigin.com/fly-with-us/become-a-supplier	\$440,849,404.00
Science Applications International Corporation	https://saic.com/who-we-are/suppliers-and-small-business	\$440,849,404.00

TOP 20 NASA PRIME CONTRACTORS FY 2023 (CONT.)

VENDOR NAME	WEBSITE	TOTAL DOLLARS
Aerojet Rocketdyne of DE, Inc.	https://www.rocket.com/suppliernet	\$418,618,993.00
Leidos	https://www.leidos.com/suppliers	\$359,353,430.00
Peraton, Inc.	https://www.peraton.com/suppliers/	\$337,355,934.00
Bechtel National, Inc.	https://www.bechtel.com/suppliers/	\$308,679,000.00
L3Harris Technologies, Inc. (Includes Aerodyne-SGT Engineering Services LLC)	https://www.l3harris.com/supply-chain	\$285,184,931.00
Science Systems and Applications, Inc.	https://www.ssaihq.com/contact-us	\$241,109,133.00
Maxar Space, LLC	https://www.maxar.com/legal/suppliers	\$178,315,215.00
Air Products and Chemicals, Inc.	https://www.airproducts.com/company/suppliers	\$172,185,991.00
Syncom Space Services Llc	http://www.syncomspaceservices.com/	\$146,326,084.00
Ball Aerospace & Technologies Corp. (BAE Systems Inc.)	https://www.ball.com/aerospace/about-aerospace/supplier-resources	\$129,931,562.00
		TOTAL \$14,777,852,516

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%

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	FY % NOT MET
TOTAL ISRs	41	48	50
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%

WHEN PRIME CONTRACTOR FAILS TO ACT IN GOOD FAITH 13 CFR 125.3 (f)(5)

- The Contractor:
 - May be considered for liquidated damages (FAR 19.705)
 - Shall be in material breach of contract or subcontract
 - May receive a negative past performance evaluation
 - May be investigated for fraudulent activity
 - May be eliminated from further consideration of a contract award with the requirement of a subcontracting plan

TYPES OF REPORTING REQUIREMENTS & ESRS – STATUS OF REPORTS IN ESRS

- **Pending (PEN):** The report has been submitted by the contractor and is waiting to be “Accepted” or “Rejected” by the appropriate Government contracting official.
- **Accepted (ACC):** A Government contracting official has reviewed the report and has found no known errors, issues, or concerns and does not require any clarification, information, or corrections at this time; he or she acknowledged receipt of the report; even though a report has been “Accepted,” it can be reviewed again and reopened or rejected at any time.
- **Rejected (REJ):** A Government contracting official has reviewed the report and has found errors, issues, or concerns and requires clarification, information, or corrections to the report.
- **Revised (REV):** The original report was rejected by the appropriate Government contracting official; the report has been revised by the contractor, resubmitted, and is waiting to be “Accepted” or “Rejected” by the appropriate Government contracting official.
- **Reopened (RPN):** The report has been opened by a Government contracting official after previously being “Accepted” into the system; this may occur when the Government contracting official finds errors or issues with the original report; once the report has been reopened, it may be “Accepted” or “Rejected” again.
- **Draft:** The contractor began working on a report; however, the contractor did not complete it and/or submit it for approval by the Government contracting official.

COMPLIANCE REVIEWS & ASSESSMENT RATINGS

13 CFR 125.3 (f)(3), FAR 42.1502 – Table 42-3, Evaluation Rating Definitions

- **Exceptional:** Exceeds all statutory goals or goals as negotiated. Exceptional success to assist, promote, and utilize small business (SB)/concerns. Exceeded other business participation requirements incorporated in the contract/order; accurately submitted ISRs/SSRs in a timely manner; and exceptional payment history to small business (SB) subcontractors within a 12-month period.
- **Very Good:** Met all statutory goals or goals as negotiated. Met or exceeded and other small business participation requirements incorporated in the contract/order. Goes above and beyond the required elements of the subcontracting plan; accurately submitted ISRs/SSRs in a timely manner. No history of three or more unjustified reduced or untimely payments to SB subcontractors within a 12-month period.
- **Satisfactory:** Demonstrated good faith to meet statutory goals or goals as negotiated. Complied with FAR 52.219-8, Utilization of SB Concerns. Met other SB participation requirements included in the contract/order. Fulfilled the requirements of the subcontracting plan included in the contract/order; accurately submitted ISR/SSR in a timely manner; no history of three/more unjustified reduced/untimely payments to SBs within a 12-month period.
- **Marginal:** Deficient in meeting key subcontracting plan elements. Deficient in complying with FAR 52.219-8, Utilization of SB Concerns, and any other SB participation requirements in the contract/order. Did not submit ISR and/or SSR in an accurate/timely manner. Failed to satisfy one or more requirements of a corrective action plan; however, does show an interest in bringing performance to a satisfactory level. No history of untimely payments.
- **Unsatisfactory:** Noncompliant with FAR 52.219-8 and 52.219-9, and any other SB participation requirements in the contract/order. Did not submit ISR and/or SSR in an accurate or timely manner. Required a corrective action plan. History of three or more unjustified reduced or untimely payments to SB subcontractors within a 12-month period.

MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
David Brock	Small Business Specialist	david.e.brock@nasa.gov	256-544-0267
Danielle R. Barnes	Small Business Specialist	danielle.r.barnes@nasa.gov	256-544-1134
Cheryl Webb	Contracts Administrator – Seventh Sense Consulting	cheryl.l.webb@nasa.gov	256-544-6263
Heather Dilworth-Schrimsher	Contracts Administrator – Seventh Sense Consulting	heather.dilworth-schrimsher@nasa.gov	256-544-3485
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)