

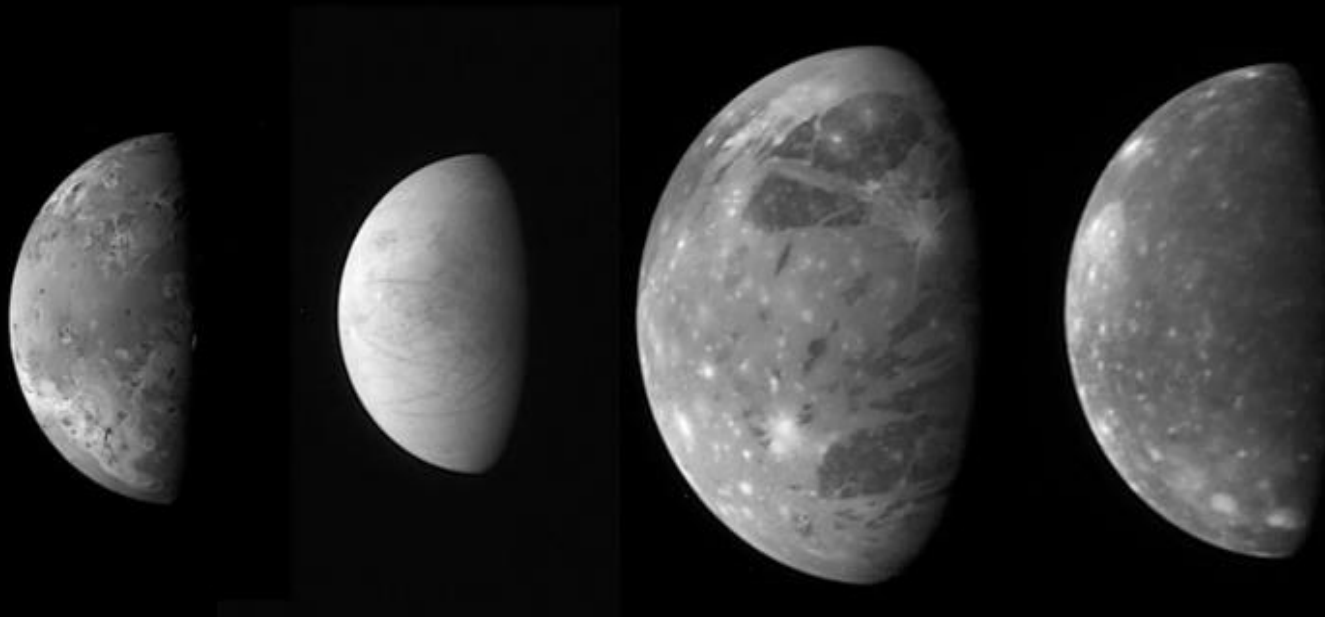


Doing Business with NASA Marshall Space Flight Center (MSFC)

Danielle R. Barnes
Small Business Specialist
24 September 2025

MARSHALL AT-A-GLANCE

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



- \$8.1B (NASA's Economic Impact on AL)
- \$5.1B (Impact of Moon to Mars Campaign)
- 3rd Largest Employer in Huntsville – Madison County Area
- 4.6 million square feet of space occupied in Huntsville
- 2.2 million square feet of world class manufacturing space at Michoud Assembly Facility in New Orleans

...Above and Beyond Goals

MARSHALL AT-A-GLANCE (Cont'd)

Marshall also drives innovation through a myriad of capabilities and technologies.



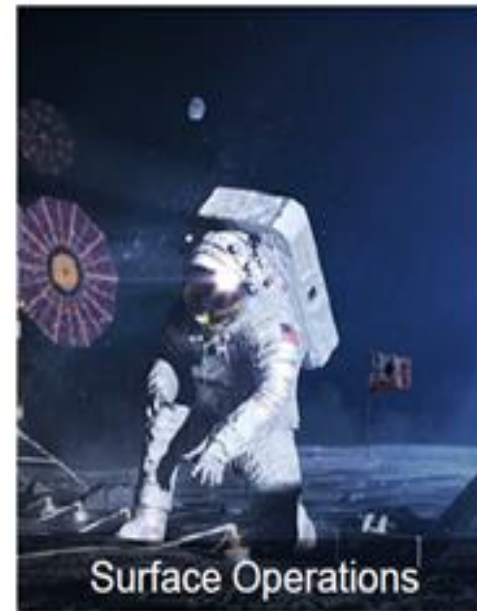
Space Launch System



Orion spacecraft



Human Landing Systems



Surface Operations



Gateway



Exploration Ground Systems



Space Communications
& Navigation



Surface Mobility



Spacesuits



Surface Infrastructure

TOP 20 NAICS TOTAL DOLLARS - FY2024

NAICS Code	Description	Total Dollars
541710 541712 541715	Research and Development in the Physical, Engineering and Life Sciences - Except Biotechnology - Except Nanotechnology and Biotechnology	\$9,471,103,316
336414	Guided Missile and Space Vehicle Manufacturing	\$3,237,210,443
541330	Engineering Services	\$1,146,008,748
481212	Nonscheduled Chartered Freight Air Transportation	\$1,067,025,164
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$635,422,535
561210	Facilities Support Services	\$621,973,310
541512	Computer Systems Design Services	\$564,190,863
541519	Other Computer Related Services	\$424,013,782
236210	Industrial Building Construction	\$415,639,235
517919	All Other Telecommunications	\$225,213,335

TOP 20 NAICS TOTAL DOLLARS - FY2024 (Cont.)

NAICS Code	Description	Total Dollars
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$173,523,382
325120	Industrial Gas Manufacturing	\$160,097,077
561110	Office Administrative Services	\$114,164,435
488190	Other Support Activities for Air Transportation	\$113,747,151
541611	Administrative Management and General Management Consulting Services	\$111,575,261
333314	Optical Instrument and Lens Manufacturing	\$111,504,280
561612	Security Guard and Patrol Services	\$101,100,770
541513	Computer Facilities Management Services	\$93,271,885
541511	Custom Computer Programing Services	\$82,980,411
541380	Testing Laboratories and Services	\$80,283,943
		TOTAL \$18,950,049,328

MSFC FY 2024 TOP 20 LARGE BUSINESS PRIME CONTRACTS

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Human Landing System (HLS)	SpaceX	80MSFC20C0034	LB	\$622.7M
2	Space Launch System (SLS) Stages Production & Evolution	The Boeing Company	80MSFC20C0052	LB	\$536.2M
3	Human Landing System (HLS)	Blue Origin LLC	80MSFC23CA014	LB	\$483.1M
4	SLS Stages	The Boeing Company	NNM07AB03C	LB	\$481.9M
5	SLS RS-25 Engine	Aerojet Rocketdyne (L3Harris)	NNM16AA02C	LB	\$369.0M
6	SLS Booster	Northrop Grumman Systems Corp	80NMSFC20D0008	LB	\$360.7M
7	Engineering Services & Skills Capabilities Augmentation	Jacobs Space Exploration Group	80MSFC17C0011	LB	\$246.8M
8	SLS Interim Cryogenic Propulsion	The Boeing Company	NNM12AA82C	LB	\$105.7M
9	SLS Booster	Northrop Grumman Systems Corp	NNM07AA75C	LB	\$83.4M
10	Chandra Science Center	Smithsonian Institute	NAS8-03060	NP	\$73.6M

MSFC FY 2024 TOP 20 LARGE BUSINESS PRIME CONTRACTS (cont.)

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
11	Marshall Operations, Systems, Services, & Integration	Teledyne Brown Engineering Inc	80MSFC22CA0016	LB	\$69.8M
12	Smart Propulsion Flight Demonstration	United Launch Alliance LLC	80MSFC21CA004	LB	\$35.0M
13	Facility Operations & Maintenance	Amentum Services Inc	80MSFC17C0007	LB	\$29.9M
14	SLS RL10 Engine	Aerojet Rocketdyne (L3Harris)	NNM16AA12C	LB	\$22.4M
15	Mars Ascent Vehicle Integrated Systems	Lockheed Martin	80MSFC22CA005	LB	\$20.2M
16	SLS Launch Vehicle Stage Adapter	Teledyne Brown Engineering Inc	NNM14AA89D	LB	\$14.1M
17	Cryogenic Demonstration Mission	Lockheed Martin Corp	80MSFC21CA001	LB	\$13.4M
18	LUCI Discovery 2014	Southwest Research Institute	NNM16AA08C	NP	\$13.3M
19	Mars Ascent Propulsion	Northrop Grumman Systems Corp	80MSFC21C0010	LB	\$12.4M
20	JUNO Mission	Southwest Research Institute	NNM06AA75C	NP	\$10.2M

METRICS (THROUGH 30 SEPTEMBER 2024)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHVD.	NASA % ACHVD.	MSFC % GOALS	MSFC \$ ACHVD.	MSFC % ACHVD.	% OF AGENCY
PROC. \$			\$19,161.0M			\$4,372.2M		22.8%
SB	23.0%	16.9%	\$3,526.9M	18.4%	5.7%	\$313.3M	7.2%	0.09%
SDB	15.0%	8.4%	\$1,457.9M	7.6%	3.1%	\$170.0M	3.9%	11.7%
HUBZone	3.0%	3.0%	\$175.7M	0.9%	0.5%	\$13.0M	0.3%	7.3%
WOSB	5.0%	5.0%	\$857.9M	4.4%	1.8%	\$117.3M	2.7%	13.7%
SDVOSB	5.0%	5.0%	\$488.3M	2.5%	1.6%	\$82.8M	1.9%	14.9%

Data generated on Oct. 3, 2024.



...Above and Beyond Goals

METRICS (THROUGH 30 AUGUST 2025)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROCUREMENT. \$			\$17,879.1M			\$3,372.4M		18.8%
SB	23.0%	18.3%	\$3,235.3M	18.1%	6.2%	\$333.8M	10.0%	10.3%
SDB	5.0%	5.0%	\$1,384M	7.7%	3.7%	\$240.0M	7.1%	24.5%
HUBZone	3.0%	3.0%	\$147.3M	0.8%	0.5%	\$15.9M	0.5%	10.8%
WOSB	5.0%	5.0%	\$760.2M	4.3%	0.8%	\$81.3M	2.4%	10.7%
SDVOSB	5.0%	5.0%	\$379.2M	2.1%	1.8%	\$65.2M	1.9%	17.2%

Data generated on 15 September 2025.



...Above and Beyond Goals

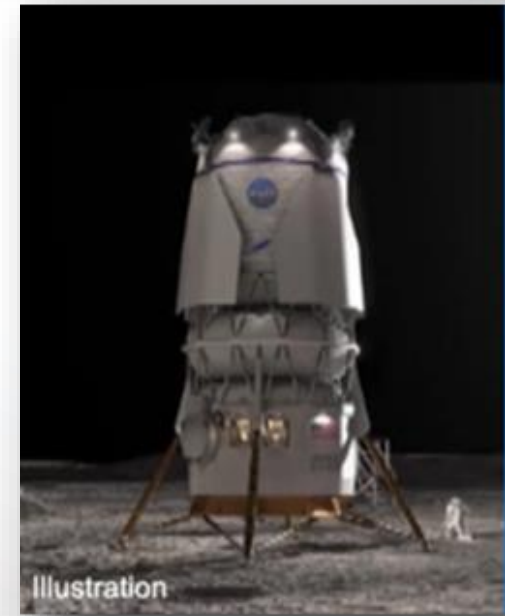
MSFC OFFICE OF PROCUREMENT PORTFOLIO OF CONTRACTS

Services:

- Administrative services
- Communication services
- Engineering services
- Environmental services
- Facility, Logistics, and Construction services
- Financial Support services
- Program and project support services
- Protective services
- Safety and Mission Assurance services
- Technology Transfer services

Research & Development/Aerospace Manufacturing:

- Space Launch System (SLS) Core Stage, Boosters, Launch Vehicle Stage Adapter, RS25 & RL10 Engines, Exploration Upper Stage, Interim Cryogenic Propulsion Stage, and Universal Stage Adapter
- Human Landing System
- International Space Station Payload and Operations Support
- Science and Technology science research and projects, exploration technologies, and planetary missions(Dragonfly, Solar Cruiser, etc.)



PRODUCT SERVICE LINES (PSL) SERVICE DELIVERY MODEL

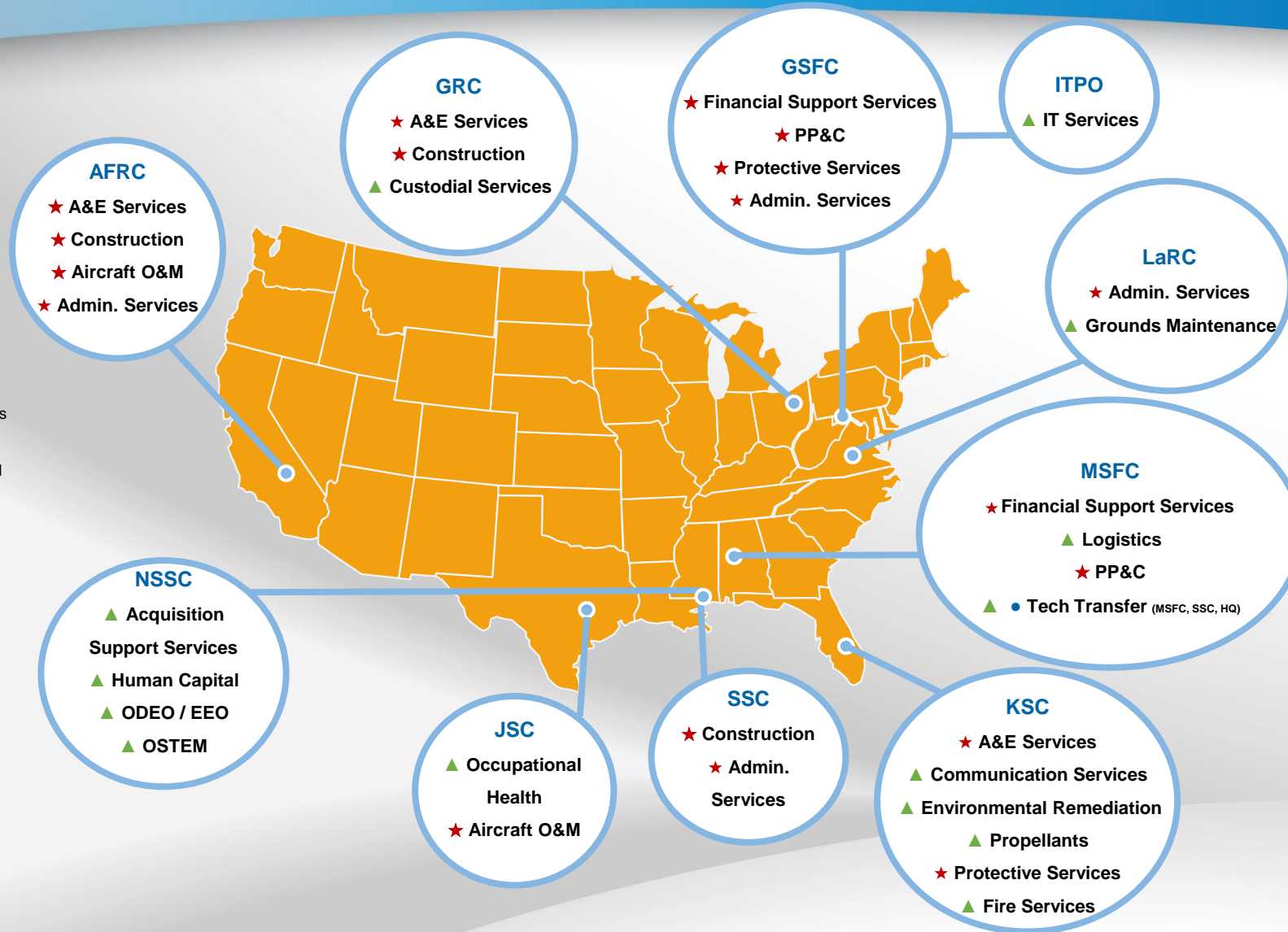
▲ Centralized: Procures for Agency

★ 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).



PRODUCT SERVICE LINES UTILIZED BY MSFC

Service	Center
A&E Services (above \$1M)	Ames Research Center (ARC)
Administrative Services	Stennis Space Center (SSC)
Environmental Services	Kennedy Space Center (KSC)
Information Technology Services	Information Technology Procurement Office (ITPO)
Protective Services at MSFC & MAF	Kennedy Space Center (KSC)

MSFC FY25 AND BEYOND SMALL BUSINESS DIRECT GOAL CHALLENGES

Increase
HUBZone SB
direct dollars.

Minimize impact
of Product
Service Lines on
SB direct dollars.

UPCOMING MSFC PROCUREMENT OPPORTUNITIES

TITLE	INCUMBENT	CONTRACT	PREVIOUS COMPETITION	PROJECTED COMPETITION	DRAFT RFP RELEASE	FINAL RFP RELEASE	ANTICIPATED AWARD DATE
Engineering Services & Science Capability Augmentation II	Amentum Services Inc	80MSFC18C0011	Full & Open	Full & Open	1 st Qtr. FY26	1 st Qtr. FY26	4 th Qtr. FY26
Marshall Engineering Technician and Trade Support Services IV	RSI-QuantiTech JV, LLC	80MSFC23CA00	3(a) Set-aside	TBD	TBD	TBD	
Moon-to-Mars Architecture Studies	New Requirement App off of a BAA hel	80MSFC02100010	Full & Open	Full & Open	TBD	4 th Qtr. FY24	
Marshall Exploration Facility	New Requirement	N/A	N/A	Full & Open	TBD	1 st Qtr. FY25	

IN PROGRESS

MSFC SIGNIFICANT FY25 SMALL BUSINESS CONTRACT AWARDS

AWARD DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	TYPE COMPETITION	POTENTIAL VALUE
Dec. 12	All Native Group	SDB	80GRC025DA002	Custodial and Refuse Services	8(a) Sole Source	\$33.5M
Mar. 27	*Accura Engineering and Consulting Services Inc	SDB & WOSB	80MSFC25D0001	Facility Engineering Design & Inspection Services II	8(a) A&E Set-aside	\$46.1M
Mar. 27	BFS LLC	SDB	80MSFC25F0002	Administrative Services	8(a) Set-aside	\$2.1M (first half year)
Jun. 1	Cepeda Systems Analysis & Software	SDB, WOSB, & HUBZone	80MSFC25A0004	Engineering Support for MSFC Offices, Departments, & Directorates	HUBZone SB Set-aside	\$38.8M
Jul. 1	Victory Solutions	WOSB/SDVOSB	80MSFC25A0001	Configuration & Data Management Services	SDVOSB Set-aside	\$80.0M
Jul. 9	AHTNA Target JV	SDB	80MSFC25C0005	Center Wide Demolition of Abandoned Structures and Buildings	8(a) Sole Source	\$15.0M
Aug. 26	Nova Space Solutions	SDB & 8(a)	80MSFC25F0004	Consolidated Operations, Services, & Maintenance Infrastructure Contract	8(a) Set-aside	\$204.5M

MSFC FY24 CUMULATIVE SMALL BUSINESS DOLLARS

Categories	Direct \$	Subcontract \$	Cumulative \$	% Achieved
TSV			\$4,372.2M	
SB	\$314.2M	\$770.1M	\$1,084.3M	25.8%
SDB	\$170.6M	\$121.1M	\$291.7M	6.7%
WOSB	\$117.3M	\$161.2M	\$278.5M	6.4%
HUBZone SB	\$13.0M	\$45.3M	\$58.3M	1.3%
SDVOSB	\$82.8M	\$33.6M	\$116.4M	2.7%

MSFC FY25 AND BEYOND SUBCONTRACTING FOCUS AREAS



Increase prime contractor SDB, WOSB, HUBZone SB, SDVOSB, and HBCU/MSI subcontracting dollars.



Meeting small business subcontracting percentage goals with increased emphasis on assessment of prime contractor individual subcontract reports.



Establishment of Mentor-Protégé Agreements.



Increased focus on prime contractor good faith effort.

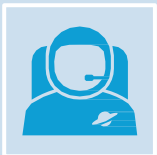
ENHANCEMENTS TO THE NASA MPP



Targeted North American Industry Classification System (NAICS) Codes: The NEW NASA MPP will prioritize contracts under specific NAICS codes that align with the Space Technology Mission Directorate (STMD) technology taxonomies and NASA's top NAICS codes, ensuring a direct connection to the agency's mission-critical areas.



Targeted Industry Sectors: The program will transition its focus towards Research & Development (R&D), Aerospace Manufacturing, and highly technical software and cutting-edge technologies shifting away from basic supply services to support innovation and technological advancement within NASA.



Enhancing Program Impact: Concentrating on targeted industry categories and specific NAICS codes, the NASA MPP will be better able to support the Agency's long-term strategic goals and objectives, and mission success.

<https://www.nasa.gov/osbp/mentor-protege-program>

LOOKING AHEAD



Appointment of an MSFC Small Business Technical Advisor and several Small Business Technical Coordinators.



MSFC Acquisition Planning Tool (APT) will cease to exist as of 30 September 2025. All procurement information will be available via the NASA Acquisition Forecast.



Exciting new opportunity on the horizon. Industry Day will be held 1QTRFY2026. Check the Acquisition Forecast and SAM.gov for posting. Full details during March 2026 MSBA.



Transition of NASA Mentor-Protégé Program back to NASA OSBP by fiscal year end.

MAKING THE CONNECTION and RESOURCES

Making the Connection:

- In-house one-on-one counseling sessions via Microsoft Teams
- Tag Team Wednesdays
- Joint Counseling sessions featuring Small Business service providers and machine shop/fabricators
- MSFC hosted outreach events

Marketing Resources:

- “Doing Business at MSFC” web site: <https://doingbusiness.msfc.nasa.gov/>
- Agency Acquisition Forecast: <https://www.hq.nasa.gov/office/procurement/forecast/NAF.html>
- Small Business Marketing Guide: <https://doingbusiness.msfc.nasa.gov/documents/3128625/3140174/SBMG.pdf>

MSFC SMALL BUSINESS PROGRAM CONTACTS

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Jason Johnston	SBA Procurement Center Representative	jason.johnston@sba.gov	205-749-0079

Location: Bldg. 4260/Rm. 155
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