

DOING BUSINESS WITH NASA / MARSHALL SPACE FLIGHT CENTER

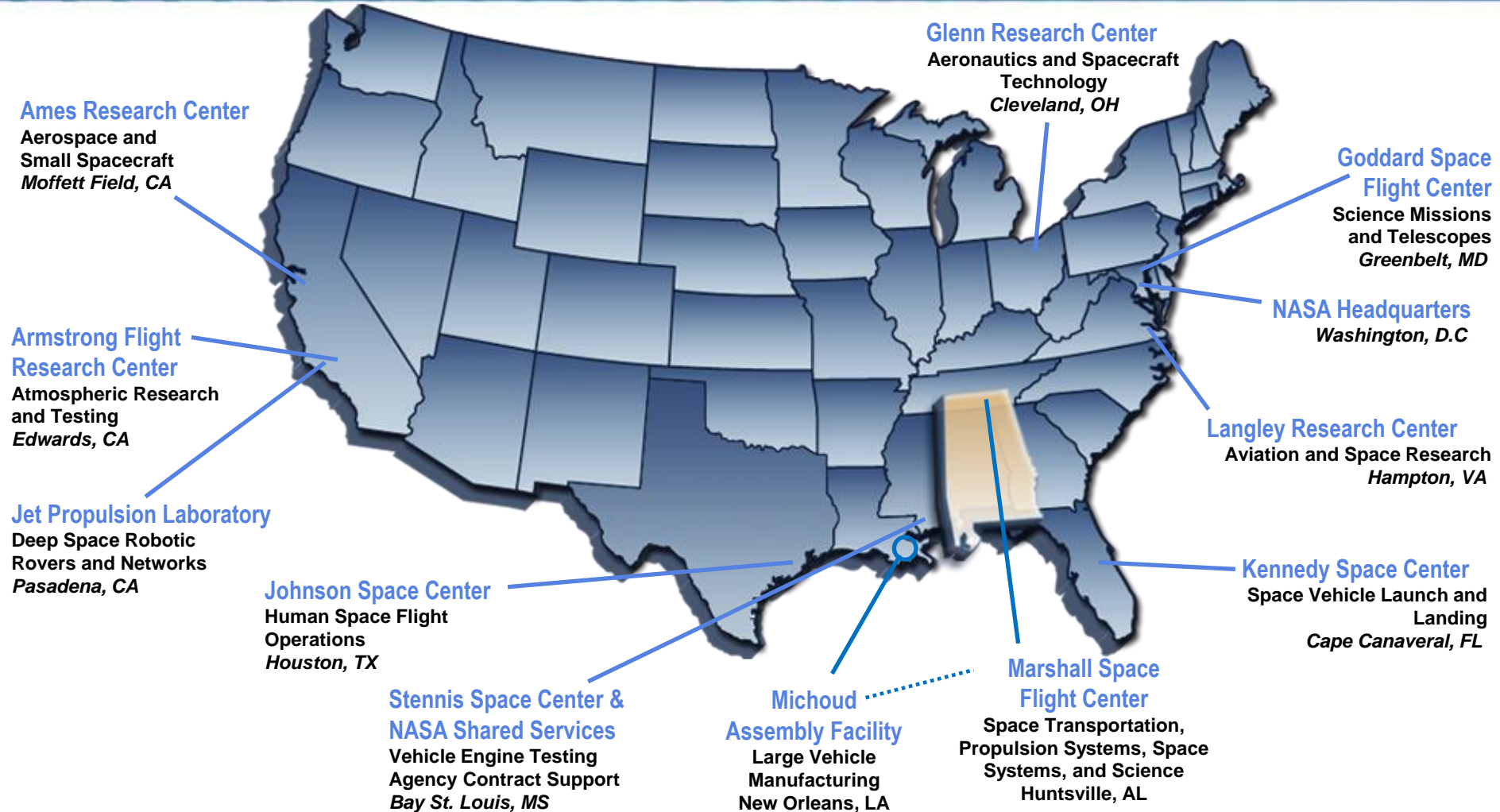
David Brock,
MSFC Small Business Specialist

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National Aeronautics and
Space Administration



NASA AROUND THE COUNTRY



NASA CENTER SMALL BUSINESS SPECIALISTS

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MARSHALL AT A GLANCE

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



\$3.5 billion

budget in fiscal year 2020



6th largest

employer in the Huntsville -
Madison county area



> 6,000

employees at Marshall
(2,300 civil service employees in
fiscal year 2020)



4.5 million

square feet of space occupied
in Huntsville



MAF

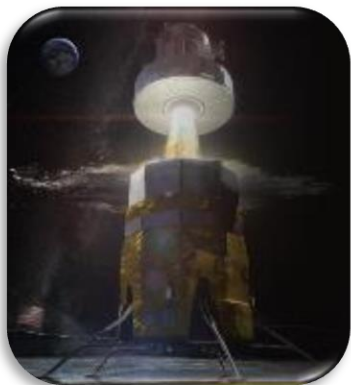
2.2M square feet of
manufacturing space at
Michoud Assembly Facility in
New Orleans

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



EXPLORE
PROCUREMENT

The cornerstone of NASA's current and future missions

MSFC FY 2017 - 2021 SMALL BUSINESS DIRECT GOAL ACHIEVEMENTS

CATEGORIES	FY2017	FY2018	FY2019	FY2020	FY2021
Procurement Dollars	\$2,353.1M	\$2,532.6M	\$2,573.1M	\$3,370.8M	\$3,901.4M
SB % Goals	12.2%	11.3%	10.4%	8.2%	7.6%
SB Dollars	\$324.6M	\$311.6M	\$351.7M	\$326.5M	\$346.3M
SB % Achieved	13.8%	12.3%	13.7%	9.7%	8.9%
SDB % Goals	4.8%	5.0%	4.6%	3.5%	3.4%
SDB Dollars	\$150.6M	\$150.7M	\$149.1M	\$182.4M	\$170.9M
SDB % Achieved	6.4%	5.9%	5.8%	5.4%	4.4%
WOSB % Goals	3.3%	4.1%	4.1%	3.0%	2.4%
WOSB Dollars	\$106.8M	\$103.7M	\$112.3M	\$105.7M	\$128.7M
WOSB % Achieved	4.5%	4.1%	4.4%	3.1%	3.3%
HUBZone SB % Goals	0.3%	0.4%	0.4%	0.4%	0.4%
HUBZone SB Dollars	\$6.6M	\$4.2M	\$14.6M	\$44.5M	\$15.1M
HUBZone SB % Achieved	0.3%	0.2%	0.6%	1.3%	0.4%
SDVO SB % Goals	3.0%	3.1%	2.5%	1.9%	2.5%
SDVO SB Dollars	\$84.3M	\$83.0M	\$90.7M	\$129.0M	\$99.0M
SDVO SB % Achieved	3.6%	3.3%	3.5%	3.8%	2.5%

METRICS (THROUGH SEPTEMBER 30, 2021)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$18,845.8M			\$3,901.4M		21.7%
SB	23.0%	15.75%	\$3,422.8M	18.2%	7.6%	\$346.3M	8.9%	10.1%
SDB	5.0%	5.0%	\$1,501.7M	8.0%	3.4%	\$170.9M	4.4%	11.4%
HUBZone	3.0%	3.0%	\$155.5M	0.8%	0.4%	\$15.1M	0.4%	9.7%
WOSB	5.0%	5.0%	\$797.6M	4.2%	2.4%	\$128.7M	3.3%	16.1%
SDVO SB	3.0%	3.0%	\$301.7M	1.6%	2.5%	\$99.0M	2.5%	32.8%

Data generated on October 6, 2021

MSFC FY 2021 TOP 20 SMALL BUSINESS CONTRACTS

No.	Contract Title	Prime	Contract No.	Classification	\$ Obligated
1	Engineering Technician & Trade	Aerie Aerospace	NNM15AA19C	SDB & WOSB	\$45.2M
2	Safety & Mission Assurance	Bastion Technologies	80MSFC18C0005	SDB	\$41.2M
3	Huntsville Operations Support Center	Colsa Corporation	NNM17AA12C	SDVO SB	\$39.9M
4	MAF Roofing	A&H Ambica	80MSFC21F0313	SDB	\$25.1M
5	MSFC Information Technology	All Points Logistics	NNM16AA01C	SDVO SB	\$24.7M
6	Configuration & data Management	Victory Solutions	NNM13AA66T	WOSB & SDVO SB	\$14.9M
7	Logistics Services	L&M Technologies	80MSFC18A0001	WOSB	\$14.2M
8	Renovation at Bldg. 4619	Birmingham Industrial	80MSFC21F0257	SDB & SDVO SB	\$11.9M
9	SRACES	Media Fusion	80MSFC21D011	SDB	\$10.0M
10	Program Planning & Control	MTS	80MSFC21DA007	WOSB	\$8.2M

MSFC FY 2021 TOP 20 SMALL BUSINESS CONTRACTS, (CONT.)

No.	Contract Title	Prime	Contract No.	Classification	\$ Obligated
11	Protective Services at MSFC & MAF	Security Walls	NNM17AA25C	SDB & WOSB	\$8.0M
12	Revitalize Pressurants & Propellants	Diversified Construction	80MSFC21F0038	WOSB	\$7.4M
13	Project coordination	Barrios Technology	80MSFC21D0009	WOSB	\$6.7M
14	A&E Design & Inspection	Accura Rosser	NNM17AA04C	SDB & WOSB	\$6.4M
15	Space Technology	ETA Space	80MSFC21C0008	SB	\$5.5M
16	Custodial & Refuse Collection	All Native	80MSFC19D0024	HUBZone certified SDB	\$5.1M
17	Engineering Support	Cepeda Systems	NNM14AA14C	HUBZone Certified SDB & WOSB	\$3.5M
18	Administrative Services	Hanks, Hanks & Assoc.	NNM16AA10C	SDB & WOSB	\$3.4M
19	Environmental Services	K S Ware	NNM17AA11C	SDB & WOSB	\$2.9M
20	Acquisition Services	Seventh Sense Consulting	80MSFC20F0073	SDB & SDVO SB	\$2.7 M

OTHER PROCUREMENT OPPORTUNITIES

- Construction (\$50M in FY21):
 - Multiple Award Construction Contracts (MACC) II. At SSC (24 total).
 - Minor Construction Contracts IV. At MSFC (19 total).
 - Corps of Engineering Mobile District Office.
- One time buys above the simplified acquisition threshold (SAT) of \$250K.
- Small business purchases below the SAT of \$250K (\$234M in FY20).
- Small business awards under the NASA Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs (\$208M in FY20).

PROCUREMENT ASSIGNMENTS BY PRODUCT SERVICE LINE (PSL)

Product Service Line	Center
A & E Services	West Coast, GRC, KSC
Acquisition Support Services / Audit Support Services	NSSC
Administrative Services	LaRC
Communication Services	KSC
Construction	West Coast, SSC, GRC
Cooperative Agreements	NSSC
Custodial Services	GRC
Environmental Remediation	KSC
Facilities O&M	KSC, JSC, LaRC, West Coast
Financial Support Services (OCFO)	GSFC, MSFC
Grounds Maintenance	LaRC
Human Capital	NSSC

Procurement Assignments by Product Service Line (PSL), cont.

Product Service Line	Center
IT Services	GSFC
Logistics	MSFC
Occupational Health	JSC
ODEO / EEO	NSSC
Project Planning and Control (PP&C)	GSFC, MSFC
Propellants	KSC
Protective Services	ARC, GSFC, KSC
SAT	NSSC
SBIR / STTR	NSSC
Software	NSSC
Subscriptions (OLIA)	NSSC

MSFC PRODUCT SERVICE LINES (PSL)

PSL	COMPETITION
Agency Logistics Support Services	TBD
Consolidated Agency Technology Transfer Services	Set-aside (set-aside type TBD)
NASA Financial Support Services	SB set-aside...single award
Program Planning and Control	SB set-aside...single award

SET-ASIDE OPTIONS

- Section 8(a) sole source and competitive set-asides.
- Historically Under-Utilized Business Zone small business sole source and competitive set-asides.
- Service Disabled Veteran-Owned small business sole source and competitive set-asides.
- Woman-Owned small business sole source and competitive set-asides.

MSFC SIGNIFICANT FY 2021 SMALL BUSINESS CONTRACT AWARDS

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	POTENTIAL VALUE
Oct. 1	Media Fusion, LLC	SB	80MSFC21D0011	Strategic Research & Analysis, Communications, & Exhibit Serv.	\$58.3M
Dec. 15	Diversified Construction of Oklahoma	WOSB	80MSFC21F0038	Revitalize Pressurants and	\$7.4M
Apr. 16	Barrios Technology, LTD	WOSB	80MSFC 21D0009	Project Coordination	\$227.9M
Apr. 27	ETA Space LLC	SB	80MSFC21C0008	Space Technology Ready	\$24.8M
Aug. 1	CeleraPro LLC	HUBZone SB	80MSFC21DA004	Administrative Services	\$21.5M
Sep. 10	Birmingham Industrial	SDB & SDVO SB	80MSFC21F0257	Renovation of Bldg. 4619	\$11.9M
Sep. 29	A&H Ambica JV	SDB	80MSFC21F0313	MAF Roofing	\$25.1M

IN OR NEARING COMPETITION

TITLE	INCUMBENT(S)	PREVIOUS COMPETITION	CURRENT COMPETITION
CPSS Configuration & Data Management	Victory Solutions, Inc.	SB set-aside	SDVO SB set-aside
Facility Engineering Design and Inspection Services	Accura Rosser JV	8(a) set-aside	8(a) set-aside
Ground Systems Engineering IV&V	Work under HOSC contract	New requirement	WOSB set-aside under GSA PES
Human Landing System NextStep Risk Reduction	New requirement	New requirement	Full and open
Mars Ascent Vehicle Integrated Services	New requirement	New requirement	Full and open
Marshall Engineering Technician and Trade Support Services	Aerie Aerospace, LLC	8(a) set-aside	8(a) set-aside
Marshall Operation Systems, Services, and Integration	Combining HOSC & MO&I Contracts	New requirement	Full and open

MSFC FY2018-2021 PRIME CONTRACTOR CUMULATIVE SUBCONTRACTING TOTALS

CATEGORIES	NASA % GOALS	FY18 \$ ACHVD.	FY18 % ACHVD.	FY19 \$ ACHVD.	FY19 % ACHVD.	FY20 \$ ACHVD.	FY20 % ACHVD.	*FY21 \$ ACHVD.	FY 21 % ACHVD.
SV		\$718.1M		\$749.5M		\$1,193.3M		\$638.2M	
SB	31.0%	\$342.4M	47.7%	\$366.0M	48.8%	\$405.7M	34.0%	\$249.6M	39.1%
SDB	5.0%	\$51.3M	7.1%	\$41.4M	5.5%	\$71.4M	6.0%	\$29.5M	4.6%
WOSB	5.0%	\$80.6M	11.2%	\$83.4M	11.1%	\$107.0M	9.0%	\$59.6M	9.3%
HUBZone SB	3.0%	\$26.2M	3.6%	\$47.7M	6.4%	\$36.2M	3.0%	\$22.6M	3.5%
VOSB	N/A	\$48.6%	6.8%	\$84.6M	11.3%	\$46.7M	3.9%	\$30.8M	4.8%
SDVO SB	3.0%	\$23.3M	3.2%	\$37.8M	5.0%	\$32.9M	2.8%	\$18.8M	2.9%
HBCU/MSI	1.0%	\$1.8M	0.3%	\$1.4M	0.2%	\$3.8M	0.4%	\$2.3M	0.4%

*Cumulative subcontracting totals reported at the previous ISR reporting period dated March 31, 2021.

MSFC FY21 TOP 20 LARGE BUSINESS PRIME CONTRACTS

No.	Contract Title	Prime	Contract No.	Classification	\$ Obligated
1	Space Launch System (SLS) Stages	Boeing	80MSFC20C0052 & NNM07AB03C	LB	\$1,061.0M
2	SLS RS-25 Engine	Aerojet Rocketdyne	NNM16AA02C	LB	\$435.1M
3	Human Landing System (HLS) study	SpaceX	80MSFC20C0034	LB	\$344.8M
4	SLS Booster	Northrop Grumman	80MSFC20D0008 & NNM07AA75C	LB	\$254.4M
5	HLS Study	Blue Origin	80MSFC20C0020	LB	\$251.6M
6	Engineering Services & Skills Capabilities Augmentation	Jacobs	80MSFC17C0011	LB	\$206.4M
7	SLS Interim Cryogenic Propulsion	Boeing	NNM12AA82C	LB	\$144.9M
8	HLS Study	Dynetics	80MSFC20C0035	LB	\$91.8M
9	Chandra Science Center	Smithsonian	NAS8-03060	NP	\$60.6M
10	Mission Operations & Integration	Teledyne Brown	NNM13AA29C	LB	\$50.8M

MSFC FY 2021 TOP PRIME CONTRACTS (CONT.)

No.	Contract Title	Prime	Contract No.	Classification	\$ Obligated
11	Engineering Technician & Trade	Aerie Aerospace	NNM15AA19C	SDB & WOSB	\$45.2M
12	Safety & Mission Assurance	Bastion Technologies	80MSFC18C0005	SDB	\$41.2M
13	Huntsville Operations Support Center	Colsa Corporation	NNM17AA12C	SDVO SB	\$39.9M
14	Lunar Lander Concept	Dynetics	80MSFC21CA016	LB	\$38.9M
15	Lunar Lander Concept	Lockheed Martin	80MSFC21CA017	LB	\$35.2M
16	Lunar Lander Concept	Northrop Grumman	80MSFC21CA018	LB	\$33.7M
17	Cryogenic Propellant	SpaceX	80MSFC21CA002	LB	\$27.7M
18	SLS Launch Vehicle Stage	Teledyne Brown	NNM13AA35C	LB	\$26.6M
19	MAF Roofing	A&H Ambica	80MSFCF0313	SDB	\$25.1M
20	MSFC Information Technology	All Points Logistics	NNM16AA01C	SDVO SB	\$24.7M

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>

MAKING THE CONNECTION

- In-house one-on-one counseling sessions via telecom or Microsoft Teams.
- Telecom Wednesdays.
- Joint Counseling sessions featuring SB service providers/machine shops, fabricators, and manufacturers.
- Semi-annual Marshall Small Business Alliance meetings.
- Local and regional business forums.

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