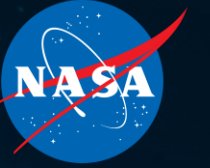


National Aeronautics and
Space Administration



EXPLORE

SMALL BUSINESS

Doing Business with NASA / Marshall Space Flight Center (MSFC)

David Brock, MSFC Small Business Specialist

March 13, 2020

What's New?

- SB Office no longer a part of Office of Procurement
- MSFC SB Office now the lead center responsible for managing the NASA Mentor Protégé Program

MSFC FY 2016 - 2019 Small Business Direct Goal Achievements

CATEGORIES	FY2016	FY2017	FY2018	FY2019
Procurement Dollars	\$2,186.1M	\$2,353.1M	\$2,532.6M	\$2,573.1M
SB % Goals	12.1%	12.2%	11.3%	10.4%
SB Dollars	\$307.2M	\$324.6M	\$311.6M	\$351.7M
SB % Achieved	14.1%	13.8%	12.3%	13.7%
SDB % Goals	4.7%	4.8%	5.0%	4.6%
SDB Dollars	\$138.3M	\$150.6M	\$150.7M	\$149.1M
SDB % Achieved	6.3%	6.4%	5.9%	5.8%
WOSB % Goals	3.0%	3.3%	4.1%	4.1%
WOSB Dollars	\$95.9M	\$106.8M	\$103.7M	\$112.3M
WOSB % Achieved	4.4%	4.5%	4.1%	4.4%
HUBZone SB % Goals	0.3%	0.3%	0.4%	0.4%
HUBZone SB Dollars	\$4.4M	\$6.6M	\$4.2M	\$14.6M
HUBZone SB % Achieved	0.2%	0.3%	0.2%	0.6%
SDVO SB % Goals	2.0%	3.0%	3.1%	2.5%
SDVO SB Dollars	\$48.4M	\$84.3M	\$83.0M	\$90.7M
SDVO SB % Achieved	2.2%	3.6%	3.3%	3.5%

Metrics (Through September 30, 2019)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$17,661.6M			\$2,573.1M		14.6%
SB	23.0%	16.0%	\$3,072.8M	17.4%	10.4%	\$351.7M	13.7%	11.4%
SDB	5.0%	5.0%	\$1,349.8M	7.6%	4.6%	\$149.1M	5.8%	11.0%
HUBZone	3.0%	3.0%	\$143.5M	0.8%	0.4%	\$14.6M	0.6%	10.2%
WOSB	5.0%	5.0%	\$803.1M	4.5%	4.1%	\$112.3M	4.4%	14.0%
SDVO SB	3.0%	3.0%	\$237.4M	1.3%	2.5%	\$90.7M	3.5%	38.2%

Data generated on November 4, 2019

MSFC FY 2019 Top 25 Small Business Contracts

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Engineering Technician & Trade	Aerie Aerospace	NNM15AA19C	8(a) & WOSB	\$47.8M
2	Safety & Mission Assurance	Bastion Technology	80MSFC18C0005	SDB	\$36.0M
3	MSFC Information Technology	All Points Logistics, LLC	NNM16AA01C	SDVO SB	\$35.8M
4	Huntsville Operations Support Center	COLSA Corporation	NNM17AA12C	SDVO SB	\$35.5M
5	Subject-Matter Experts	MTS	NNM14AA02T	VOSB	\$19.8M
6	Project Coordination	MTS	NNM13AA67T	VOSB	\$15.9M
7	In-Space Robotic Mfg.	Made in Space	NNM17AA02C	SB	\$15.2M
8	Acquisition & Business Support	Al-Razaq Computing Services	NNM11AA30C	SDB	\$15.0M
9	Configuration & Data Management	Victory Solutions, Inc.	NNM13AA66T	WOSB & SDVO SB	\$14.3M
10	Central Steam Distribution	M&D Mechanical	80MSFC19C0001	SB	\$14.2M
11	Logistics Services	L&M Technologies	80MSFC18A0001	WOSB	\$13.9M
12	Program Planning & Control	MTS	NNM13AA65T	VOSB	\$12.6M
13	Protective Services at MSFC & MAF	Security Walls, LLC	NNM17AA25C	SDB & WOSB	\$9.7M

MSFC FY 2019 Top 25 Small Business Contracts, cont.

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
14	Strategic Analysis & Communications	Analytical Services, Inc.	NNM12AA23C	SB	\$8.9M
15	Tornado Repairs at MAF	Civil Works	80MSFC19F0017	HUBZone SB	\$5.3M
16	Administrative Services	Hanks, Hanks, & Associates, LLC	NNM16AA10C	8(a) certified WOSB	\$4.9M
17	A&E Design & Inspection	Accura Rosser JV	NNM17AA04C	SDB-WOSB-8(a)	\$4.7M
18	Human Capital Support	Aetos Systems	NNM14AA15C	8(a) certified WOSB	\$4.2M
19	Occupational Health Services	HPM Corporation	NNM13AA80C	SDB-WOSB	\$3.6M
20	Revitalize Pressurants & Propellants	Wright Brothers	80MSFC19C0003	8(a) and HUBZone SB	\$3.6M
21	Custodial & Refuse Collection	AQuate Corporation	NNM13AA21C	SDB-SDVO SB-8(a)	\$3.4M
22	Engineering Support	Cepeda Systems & Software Analysis, Inc.	NNM14AA14C	SDB-WOSB-8(a)	\$3.1M
23	Deep Space Technology	Frontier Aerospace	80MSFC17C0015	SB	\$2.5M
24	Utility Control Systems	Aetos Systems	NNM16AA27C	8(a) certified WOSB	\$1.9M
25	Grounds Maintenance	HCI Management	NNM16AA17C	8(a) and HUBZone SB	\$1.8M
	Total:				\$333.6M

Total NASA FY19 SBIR, STTR, SAT, and SP Dollars

TYPE BUY	\$ TOTAL
SBIR DOLLARS:	
- Phase I. AWARDS	\$120.0M
- Phase II. AWARDS	\$45.0M
Total SBIR AWARDS	\$165.0M
STTR AWARDS	\$20.3M
SAT Purchases	\$94.0M

Metrics (Through February 29, 2020)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$7,766.5M			\$1,649.3M		21.2%
SB	23.0%	15.4%	\$991.5M	12.7%	8.2%	\$152.9M	9.3%	15.4%
SDB	5.0%	5.0%	\$451.6M	5.8%	3.5%	\$65.0M	3.9%	14.4%
HUBZone	3.0%	3.0%	\$49.5M	0.6%	0.4%	\$14.1M	0.9%	28.4%
WOSB	5.0%	5.0%	\$264.1M	3.4%	3.0%	\$39.1M	2.4%	14.8%
SDVO SB	3.0%	3.0%	\$92.8M	1.2%	1.9%	\$51.8M	3.1%	55.8%

Data generated on March 3, 2020



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 OSBP Mobile App

- ❖ Available on iOS on iPhone and iPad, as well as Android Tablets
- ❖ Search “NASA OSBP Mobile” in the Apple App Store or Google Play Store



NASA OSBP Mobile 4+
NASA >

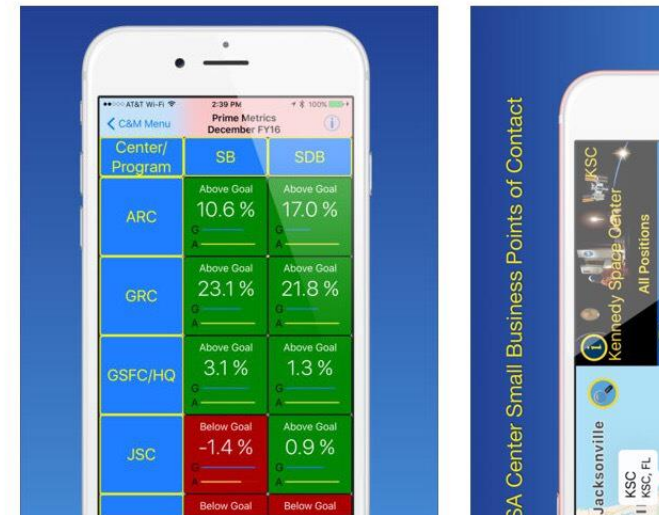
+ OPEN

Details

Reviews

Related

iPhone



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

Current Agency Financial Services

Current Agency Financial Services

Provided through six contracts across the Agency

❖ Range of Financial Services Across the Agency:

- Resource management
- Budget formulation, operations, and execution
- Funds execution and control
- Maintaining and updating financial tools
- Financial reporting services
- Funds distribution, internal and external reporting
- Funds status and monitoring account balances
- Financial reconciliations (including Centrally Billed Account), analysis and reporting services
- General ledger activities
- Data mapping
- Cost accounting and management
- Evaluation of compliance with applicable policies and procedures
- Business information services and systems integration
- Audit, assessment, and control activities
- Travel planning, preparation, processing, and reviewing expense reports
- Purchase Request creation and routing process
- Reimbursable agreement process support and management services
- Labor processing and analysis
- Economic impact studies
- Business best practices

Current Agency Financial Support Services Contracts

Center	Contractor	Contract Title/Number	Period of Performance (Base and All Options)	Maximum Potential Value (Base and All Options)
ARC & AFRC	Logical R Joint Venture, LLC	FSSR/NNA14AC46C	2015 to 2020	\$ 60,917,554
GRC	Wichita Tribal Enterprises, LLC	FABSS II/NNC15CA19C	2015 to 2020	\$ 2,648,996
JSC	Logical Innovations, Inc.	BMS/NNJ16RN22C	2015 to 2021	\$ 42,000,000
KSC	Apache-Logical JV	KISS IV/80KSC017D0003	2017 to 2022	\$ 65,000,000
MSFC	Al-Razaq Computing Services, Inc.	ABSS/NNM11AA30C	2011 to 2020*	\$ 99,000,000
SSC	Pinnacle Solutions, Inc.	FRPPC/NNS14AA35T	2014 to 2019	<u>\$ 10,411,323</u>
Total Value of Financial Services Contracts				\$ 279,977,873

*POP ended January 2020

Future Consolidated Financial Support Services (CFSS)

Pre-Contract Consolidation	
Center	Contract Description
AFRC	FSSR (ARC)
ARC	
GRC	FABBS2
MSFC	ABSS
JSC	BMS
KSC	KISS IV
SSC	FRPPS
Total Contracts	6



Post-Contract Consolidation	
Center	Contract Description
AFRC	CFSS (MSFC)
ARC	
GRC	
MSFC	
JSC	
KSC	
SSC	
Total Contracts	less than 6

- ❖ MSFC's Consolidated Financial Support Services (CFSS) will provide financial services to support above seven Centers.
- ❖ Goddard Space Flight Center's (GSFC) Program Analysis and Control (PAAC) contract provides financial services support to NASA Headquarters, Langley Research Center (LaRC) and GSFC.
- ❖ Again, all Centers will have the flexibility of using either contract

CFSS Competition Tentative Schedule

Milestone	Time Frame
❖ Establish Product Development Team (PDT)	FY20 - Q2
❖ Release Request for Information (RFI)	02/11/2020- Actual
❖ Due Date for Industry Responses	02/25/2020
❖ Establish Source Evaluation Board (SEB)	FY20 - Early Q4
❖ Release Draft Request for Proposal (DRFP)	FY20 - Late Q4
❖ Award of CFSS	FY22 - Q2

Technical/Procurement Personnel

- **Technical Point of Contact:**

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Current Logistics Contracts

Center	Contractor	Maximum Value	Period of Performance
ARC	<u>LockWood</u> Hills	\$31M	2017 - 2022
AFRC	Kay & Associates	\$55M	2017 - 2022
GRC	<u>Alcyon</u> Tech Services	\$175M	2015 - 2022
GSFC	<u>Trax</u> International Corp	\$295M	2017 - 2022
JSC	Tech Trans International Inc	\$81M	2018 - 2026
KSC	PAE – SGT Partners LLC	\$609M	2018 - 2021
<u>LaRC</u>	Alutiiq Commercial Enterprise	\$9M	2018 – 2023
MSFC	L&M Technologies	\$61M	2018 - 2023
MAF/SSC	SYNCOM Space Services (S-3)	\$1,200M	2015 - 2024
WSTF	Jacobs	\$400M	2016 - 2021
WFF	LJT	\$264M	2014 - 2020

Technical/Procurement Personnel

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Procurement Office Point of Contact:

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Current Center Administrative Support Services (CASS) Contract Information

Contract Number	NNM14AA14C
Requirements Summary:	Professional administrative support services at MSFC, including backup and temporary support of clerical, desktop processing, and records maintenance
Contractor:	Hanks, Hanks, and Associates, LLC.
Contract Type:	Fixed Price mission services with an IDIQ task ordering component
Potential Value:	\$28,595,001
Period of Performance:	01/01/2016 – 12/31/2020
Competition History:	Selection resulted from a competition under the 8(a) set-aside program for small businesses holding a valid General Services Administration (GSA) Federal Supply Schedule (FSS) Mission Oriented Business Integrated Services (MOBIS) Contract

Current Center Administrative Support Services (CASS) Requirements



CASS-2 Competition Tentative Schedule

Milestone	Time Frame
❖ Establish Product Development Team (PDT)	FY20 - Q2
❖ Release Request for Information (RFI)	FY20 - Q2
❖ Due Date for Industry Responses	~10 business days after release
❖ Establish Source Evaluation Board (SEB)	FY20 – Q3
❖ Release Draft Request for Proposal (DRFP)	FY20 - Q4
❖ Award of CASS-2 Contract	FY21 – Q3

Technical/Procurement Personnel

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FOIA Requests

Performance work statements may be requested in writing from:
(Email preferred)

<https://socialforms.nasa.gov/foia>

Agency FOIA contact	
	Nikki N. Gramian Principal Agency FOIA Officer Chief, NASA FOIA Public Liaison Officer (202) 358-0625
MSFC FOIA contact	Robert Young MSFC FOIA Public Liaison Officer NASA Headquarters MS 5-L19, 300 E Street, SW Washington, DC 20546 (202) 358-1030 hq-foia@nasa.gov

FY19 NASA vs MSFC Cumulative Subcontracting Dollar Comparisons

CATEGORIES	NASA % GOALS	NASA FY19 TOTAL \$	NASA FY19 % ACHIEVED	MSFC FY19 TOTAL \$	MSFC FY 19 % ACHIEVED
SUBCONTRACT \$		\$7,033.4M		\$749.5M	
SB	30.5%	\$2,974.4M	42.3%	\$366.0M	48.8%
SDB	5.0%	\$657.3M	9.3%	\$31.1M	4.1%
WOSB	5.0%	\$781.1M	11.1%	\$73.1M	9.8%
HUBZone SB	3.0%	\$263.7M	3.8%	\$47.7M	6.4%
SDVO SB	3.0%	\$274.6M	3.9%	\$37.8M	4.9%
HBCU/MI	1.0%	\$25.1M	.4%	\$1.5M	.2%

MSFC FY 2019 Top 10 Large Business Prime Contracts

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	SLS Stages	The Boeing Company	NNM07AB03C	LB	\$808.2M
2	SLS Booster	Northrop Grumman	NNM07AA75C	LB	\$279.2M
3	SLS RS-25 Engine Restart	Aerojet Rocketdyne	NNM16AA02C	LB	\$262.0M
4	Engineering Services & Science Capabilities Augmentation	Jacobs	80MSFC17C0011	LB	\$215.1M
5	SLS Interim Cryogenic Propulsion	The Boeing Company	NNM12AA82C	LB	\$105.1M
6	Chandra Science Center	Smithsonian Astrophysical	NAS8-03060	NP	\$56.6M
7	SLS RL 10 Engine	Aerojet Rocketdyne	NNM16AA12C	LB	\$48.5M
8	Mission Operations & Integration	Teledyne Brown Engineering	NNM13AA29C	LB	\$46.7M
9	Imaging X-ray Polarimetry	Ball Aerospace	NNM15AA18C	LB	\$41.1M
10	Facility Operations & Maintenance	URS Federal Services, Inc.	80MSFC17C0007	LB	\$26.5M
	TOTAL:				\$1,889.0M

Space Launch System (SLS) FY 2017-2019 Contract Funding Totals

CATEGORIES	FY17	FY18	FY19
Proc. \$	\$2,353.1M	\$2,559.6M	\$2,573.1M
SLS Funding	\$1,518.0M	\$1,494.0M	\$1,516.4M
% of Total	63.5%	59.2%	61.3%

Human Lunar Lander Contractors

Contractor Name	City & State	Human Lander Element
Aerojet Rocketdyne	Canoga Park, CA	One transfer vehicle study
Blue Origin	Kent, WA	One descent element study, one transfer vehicle study, and one transfer vehicle prototype
Boeing	Houston, TX	One descent element study, two descent element prototypes, one transfer vehicle study, one transfer vehicle prototype, one refueling element study, and one refueling element prototype
Dynetics	Huntsville, AL	One descent element study and five descent element prototypes
Lockheed Martin	Littleton, CO	One descent element study, four descent element prototypes, one transfer vehicle study, and one refueling element study
Masten Space Systems	Mojave, CA	One descent element prototype
Northrop Gumman Innovation Systems	Dulles, VA	One descent element study, four descent element prototypes, one refueling element study, and one refueling element prototype
OrbitBeyond	Edison, NJ	Two refueling element prototypes
Sierra Nevada Corp.	Louisville, CO & Madison, WI	One descent element study, one descent element prototype, one transfer vehicle study, one transfer vehicle prototype, and one refueling element study
SpaceX	Hawthorne, CA	One descent element study
SSL	Palo Alto, CA	One refueling element study and one refueling element prototype

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>

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