



NASA Office of Small Business Programs Learning Series Presents:



How to Do Business with Marshall Space Flight Center

July 21, 2021, at 1 p.m. ET (webinar)

Guest Speaker: David E. Brock, Small Business Specialist

Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
 - **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- The presentation **WILL** be recorded. Attendees will receive an email once those materials are made available online.
- Please fill out the survey sent at the end of this presentation.



Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
 - Each NASA Center has different Missions
 - Varied mix of products and services
- Respond to Sources Sought Synopses / Request for Information
- Use Small Business resources:
 - Agency Acquisition Forecast
 - Procurement Technical Assistance Center (PTAC)
 - Small Business Administration (SBA)
 - Trade associations
 - Outreach Events

EXAMPLE



Participants (322)

Search

> Panelist: 22

> Attendee: 300 (7 displayed)

Chat

Hi Truphelia -- will you please add Vikram from SpaceX to the panelist group? He's logged in as "V Kothari (SPACEX)"

To: All Attendees

Enter chat message here

> Q&A

> Polling

Unmute Start video Share ...



Participants Chat ...

Polling

1. How did you learn about this webinar?

- a. OSBP Website
- b. Communication from a NASA Center
- c. Marketing email from OSBP
- d. Marketing email from NASA Office of Procurement
- e. Social Media
- f. Eventbrite email
- g. Other

2. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?

- a. YES
- b. NO

Polling

3. Which of the following classifications applies to your institution/organization/company?
- a. Small Business (SB)
 - b. Large Business (LB)/Other than Small Business (OTS)
 - c. Women-Owned Small Business (WOSB)
 - d. Economically Disadvantaged Women-Owned Small Business (EDWOSB)
 - e. Veteran-Owned Small Business (VOSB)
 - f. Service-Disabled Veteran-Owned Small Business (SDVOSB)
 - g. Historically Underutilized Business Zone (HUBZone)
 - h. 8(a) Business Development Program Participant (8a)
 - i. Historically Black Colleges or Universities (HBCU)
 - j. Minority-Serving Institution (MSI)
 - k. Nonprofit or Community-based Organization
 - l. Federal Government Agency/Department
 - m. State or Local Government Agency/Department
 - n. Small Disadvantage Business (SDB)
 - o. Other

Polling

4. Have you done business with NASA? (More than one answer can be applicable)
- a. Prime Contractor
 - b. Subcontractor
 - c. NASA Mentor-Protégé Program
 - d. Space Act Agreement
 - e. Grant or Cooperative Agreement Recipient
 - f. I have not done business with or received funding from NASA

About the NASA Office of Small Business Programs

The NASA Office of Small Business Programs (OSBP) is located at Headquarters in Washington, D.C. and is under the leadership of Associate Administrator Glenn A. Delgado.

Our vision is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.

Meet the Featured Speaker



Mr. David Brock currently serves as the Small Business Specialist at the NASA Marshall Space Flight Center (MSFC) in Huntsville, Alabama.

In his role as small business specialist, he provides strategic guidance and direction in the planning, coordination, and implementation of the NASA Small Business Programs at MSFC and to industry.

Brock entered the Federal sector in December 1984 when he joined the NASA family as a Procurement Analyst assigned to the Office of Procurement. He has been actively involved in the NASA Small Business programs for 32 of his 34 years of service.

Meet the Guest Speakers



Mr. Jason Detko is the director of the Office of Procurement at NASA's Marshall Space Flight Center in Huntsville, Alabama, where he oversees more than 125 civil service and contract employees and supervises work on more than 500 active contracts, grants and cooperative agreements. Appointed to the position in November 2018, he is responsible for planning and directing the execution of all Marshall procurements, with responsibility for a range of multi-program and institutional activities.

Prior to joining NASA, Detko served a 26-year career in the government beginning as an active-duty member of the U.S. Air Force, and later as a civil servant with the Air Force and the Army. Most recently, he was director of Contracting Operations for Headquarters, Army Contracting Command, Redstone Arsenal, in Huntsville, where he provided guidance on contract policy, e-commerce and business analytics, management assessment and field support to the command's subordinate units.

Detko earned his bachelor's degree in business administration from Wayland Baptist University in Plainview, Texas; and his master's degree, also in business administration, from American Graduate University in Covina, California. He holds a Federal Acquisition Certification in contracting. He has been awarded the Air Force Commendation Medal, Air Force Achievement Medal, Army Commander's Award for Civilian Service and Army Superior Civilian Service Award.

Meet the Guest Speakers



Ms. Gwenevere Jasper is a native of Huntsville, Alabama. She graduated from Alabama A&M University and majored in Mathematics. She started her career as a Meteorologist for the National Oceanic and Atmospheric Administration.

She transferred to NASA-Marshall Space Flight Center (MSFC) and became an Atmospheric Scientist. She transitioned from an Atmospheric Scientist to a Flight Vehicle Aerospace Engineer.

She has held many positions at NASA. She currently serves as SBIR/STTR Center Technology Transition Lead at MSFC.

Meet the Guest Speakers



Ms. Lee Ann Hunt is the Sr. VP – Business Administration for Victory Solutions, Inc. in Huntsville, AL. Mrs. Hunt is the current Chairman of the NASA Marshall Space Flight Center (MSFC) Small Business Executive Leadership Team (SBELT) and has previously served as SBELT Vice-Chairman and Secretary. Mrs. Hunt is a past President of the Huntsville Chapter of NCMA where she began a Mentor Program for the Huntsville Chapter in 2012. Mrs. Hunt has over 35 years of experience in Business and Contracts Management with both commercial and Government Contractor endeavors. In addition, Mrs. Hunt has performed Program Management, Program Control, Proposal, Compliance and Accounting/Audit functions.

Mrs. Hunt also holds the National Contract Management Association's (NCMA) Certified Professional Contract Manager (CPCM) certification. She holds an MBA from The University of Alabama at Birmingham, a BS from Jacksonville State University and an Advanced Certificate in Contract Management from the University of Alabama, Huntsville. Mrs. Hunt has served on the Huntsville Chapter of NCMA's Board of Directors since 2000 and has won numerous Chapter awards to include the 2018 Professional of the Year Award and the NCMA National 2018 Outstanding Chapter Volunteer Award. She has been a speaker for multiple procurement/contract training events for Industry and Government personnel to include providing an industry perspective for numerous Defense Acquisition University (DAU) CON 360 classes and the DAU South 2014 Summer Acquisition Update.

Meet the Guest Speakers



Mr. Kerry Webb is a Sr. Manager of Supply Chain for SAIC on the NASA Integrated Services (NICS) program. In his role, Kerry oversees the acquisition of products and services integral to SAIC's support of NASA's communications infrastructure.

Kerry has 20+ years' experience in the Information Technology industry in systems / network administration and architecture. In recent years, Kerry has incorporated his technical background into supplier management roles working in Subcontracts, Procurement and Telecommunications Management.

Meet the Guest Speakers



Ms. Cheryl Webb is a Contract Administrator with Seventh Sense Consulting supporting the Marshall Office of Small Business. After a diverse career outside NASA with over ten years in administrative and teaching roles, Cheryl has spent the last four years applying her experience and skills in championing Small Business utilization and advocacy for NASA.

In her role, Cheryl supports day-to-day management of MSFC Small Business Activities including coordinating industry counseling, collaborating with both MSFC Large and Small Business Councils, and supporting small business outreach event participation.

In addition, Cheryl leads the coordination MSFC Small Business Office hosted events, including, the semiannual Marshall Small Business Alliance (MSBA) events and MSFC Annual Industry and Advocate Awards ceremonies.

Meet the Guest Speakers



Ms. Esther Veras serves as a Contracts Administrator with Seventh Sense Consulting, LLC under the NASA Agency-Wide Acquisition Support Services (AWASS) contract. In her role as Contracts Administrator, Esther provides support to the Marshall Space Flight Center (MSFC) Small Business Specialist and NASA Mentor-Protégé Program (MPP) Manager, David E. Brock.

Esther holds a Bachelor of Science in Computer Science from Oakwood University, an HBCU located in Huntsville, AL. She also holds a Professional MBA in Government Contracts and Acquisition from Florida Institute of Technology. Esther has been supporting NASA programs since 2008.

Meet the Guest Speakers



Ms. Kim Keith has worked as an external relations specialist, since 2014, in Marshall's Office of Strategic Analysis and Communication.

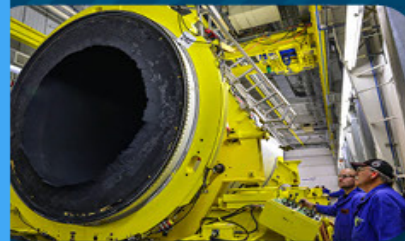
Kim serves as primary liaison to industry partners, providing oversight, strategic, and tactical support of the industry relations beat, seeking to maintain and cultivate relationships with Marshall's industry partners.



DOING BUSINESS WITH MARSHALL SPACE FLIGHT CENTER

David Brock, MSFC Small Business
Specialist, NASA Mentor Protégé
Manager

July 21, 2021



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

FY21 AND BEYOND SMALL BUSINESS PROGRAM CHALLENGES

- Diversity and inclusion of all small business types through direct contracting and subcontracting with the primes.
- Increase Agency's performance against direct goals in all categories, especially WOSB, HUBZone SB, and SDVO SB.
- Work with large business prime contractors to increase performance against subcontracting percentage goals, especially in the categories of HUBZone SB, SDVO SB, and HBCU/MSI.
- Minimize impact of strategic sourcing and Agency enterprise product service lines on NASA's small business contract base and small business direct dollars.

SMALL BUSINESS (SB) PROGRAM INITIATIVES DRIVES PROGRAM SUCCESSES

In-reach initiatives:

- PS “Chat” sessions...three Office of Procurement buying groups visited in FY20.
- 2020 Procurement Small Business Action Team (PSBAT) (4 members).
- SB Program briefings to MSFC organizational leadership teams (11 organizations briefed in FY20).
- MSFC Small Business Technical Coordinators (16 total).

Outreach initiatives:

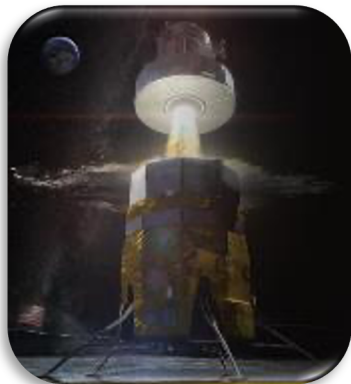
- Marshall Small Business Alliance meetings.
- Telecom Wednesdays.
- Quarterly joint counseling sessions.

Industry councils:

- Marshall Prime Contractor Supplier Council.
- Small Business Executive Leadership Team.

- **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



MSFC FY 2017 - 2020 SMALL BUSINESS DIRECT GOAL ACHIEVEMENTS

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

MSFC FY 2020 TOP 25 SMALL BUSINESS PRIME CONTRACTS

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1.	Engineering Technician & Trade	Aerie Aerospace	NNM15AA19C	SDB & WOSB	\$43.2M
2.	Safety & Mission Assurance	Bastion Technologies	80MSFC18C	SDB	\$43.0M
3.	MSFC Information Technology	All Points Logistics	NNM16AA01C	SDVO SB	\$37.0M
4.	Huntsville Operations Support Center	COLSA Corporation	NNM17AA12C	SDVO SB	\$34.7M
5.	MAF Roof & Fan Belt	Pontchartrain Partners	80MSFC20F0204	HUBZone certified SDB & SDVO SB	\$25.2M
6.	Additive Mfg.	Made in Space	NNM17AA02C	SB	\$21.7M
7.	Configuration & Data Management	Victory Solutions	NNM13AA66T	WOSB & SDVO SB	\$15.0M
8.	Logistics Services	L&M Technologies	80MSFC18A0001	WOSB	\$11.0M
9.	MAF Tornado Repairs	Pontchartrain Partners	80MSFC20F0014	HUBZone certified SDB and SDVO SB	\$10.9M
10.	Protective Services at MSFC & MAF	Security Walls	NNM17AA25C	SDB-WOSB	\$10.2M
11.	Strategic Analysis & Communications	Analytical Services	NNM12AA23C	SB	\$8.8M
12.	A&E Design & Inspection	Accura Rosser	NNM17AA04C	SDB-WOSB-8(a)	\$8.4M
13.	Administrative Services	Hanks & Hanks	NNM16AA10C	EDWOSB	\$5.9M

MSFC FY 2020 TOP 25 SMALL BUSINESS PRIME CONTRACTS, CONT.

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	DOLLARS OBLIGATED
14.	Acquisition & Business Support	Al Razaq Computing Services	NNM11AA30C	SDB	\$5.5M
15.	Custodial & Refuse Collection	All Native Synergies	80MSFC19D0024	HUBZone certified SDB	\$4.9M
16.	Fabrication of Long Leads Hdw.	Astrobotics Technology	80MSFC20C0008	SB	\$3.2M
17.	Acquiring Lunar Regolith	Honeybee Robotics	80MSFC20C0007	SB	\$2.8M
18.	Engineering Support for MSFC Engineering Directorate's Space Systems Department And Other MSFC (ESMSFC) Departments, Directorates and Offices	Cepeda Systems & Software Analysis	80MSFC20A0002	SDB-WOSB-8(a)	\$2.6M
19.	Environmental Services	KS Ware & Associates	NNM17AA11C	SDB-WOSB	\$2.4M
20.	Occupational Health Ser.	InoMedic Health Applications	80MSFC19D0022	SDVO SB	\$2.2M
21.	Cost Estimation & Analysis	Victory Solutions	NNM13AA64T	WOSB & SDVO SB	\$1.7M
22.	Acquisition Services	Seventh Sense Consulting	80MSFC20F0073	SDB & SDVO SB	\$1.6M
23.	Grounds Maintenance	HCI Management Services	NNM16AA17C	8(a) certified HUBZone SB	\$1.6M
24.	Human Capital Support	Aetos Systems	NNM14AA15C	8(a) certified WOSB	\$1.5M
25.	Technology Commercialization	Acuity Edge	80MSFC18C0040	HUBZone certified SDB	\$1.3M

METRICS (THROUGH JUNE 30, 2021)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$12,508.8M			\$2,422.1M		19.4%
SB	23.0%	15.75%	\$2,069.9M	16.5%	7.6%	\$219.4M	9.1%	10.6%
SDB	5.0%	5.0%	\$933.1M	7.4%	3.4%	\$97.0M	4.0%	10.4%
HUBZone	3.0%	3.0%	\$93.6M	0.7%	0.4%	\$10.9M	0.5%	11.6%
WOSB	5.0%	5.0%	\$505.6M	4.0%	2.4%	\$89.5M	3.7%	17.7%
SDVO SB	3.0%	3.0%	\$208.0M	1.7%	2.5%	\$63.6M	2.6%	30.6%

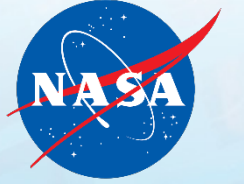
Data generated on July 9th, 2021

OTHER NASA/MSFC SMALL BUSINESS DIRECT PROCUREMENT OPPORTUNITIES

- Construction
- Small business procurements above the simplified acquisition threshold (SAT) of \$250K
- Small business procurements below the SAT of \$250K
- Small business awards under the NASA Small Business Innovation Research (SBIR) Program
- Small business awards under the NASA Small Business Technology Transfer (STTR) Program

CONSTRUCTION BUYS AT MSFC

- Multiple Award Construction Contracts (MACC) II. At SSC (24 total).
- Minor Construction Contracts IV. At MSFC (19 total).
- Corps of Engineering Mobile District Office.



Program Overview

Space Technology Mission Directorate (STMD)

Gwenevere Jasper-Center Technology Transition Lead, MSFC
July -21-2021

NASA SBIR/STTR Program

nasa.sbir.gov



MISSION

Create opportunities through SBIR/STTR awards to leverage small business knowledge and technology development for maximum impact and contribution



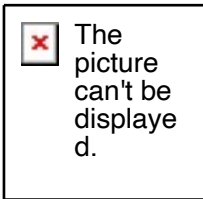
VISION

Empower small businesses to deliver technological innovation that contributes to NASA's missions, provides societal benefit, and grows the U.S. economy

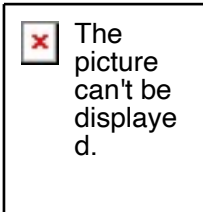
NASA SBIR/STTR Program



As a program under STMD, the NASA SBIR/STTR program funds the research, development, and demonstration of innovative technologies that fulfill NASA needs, including those needed for the **Artemis** mission.



NASA's SBIR/STTR program has **awarded more than \$3.75 billion** to research-intensive American small businesses

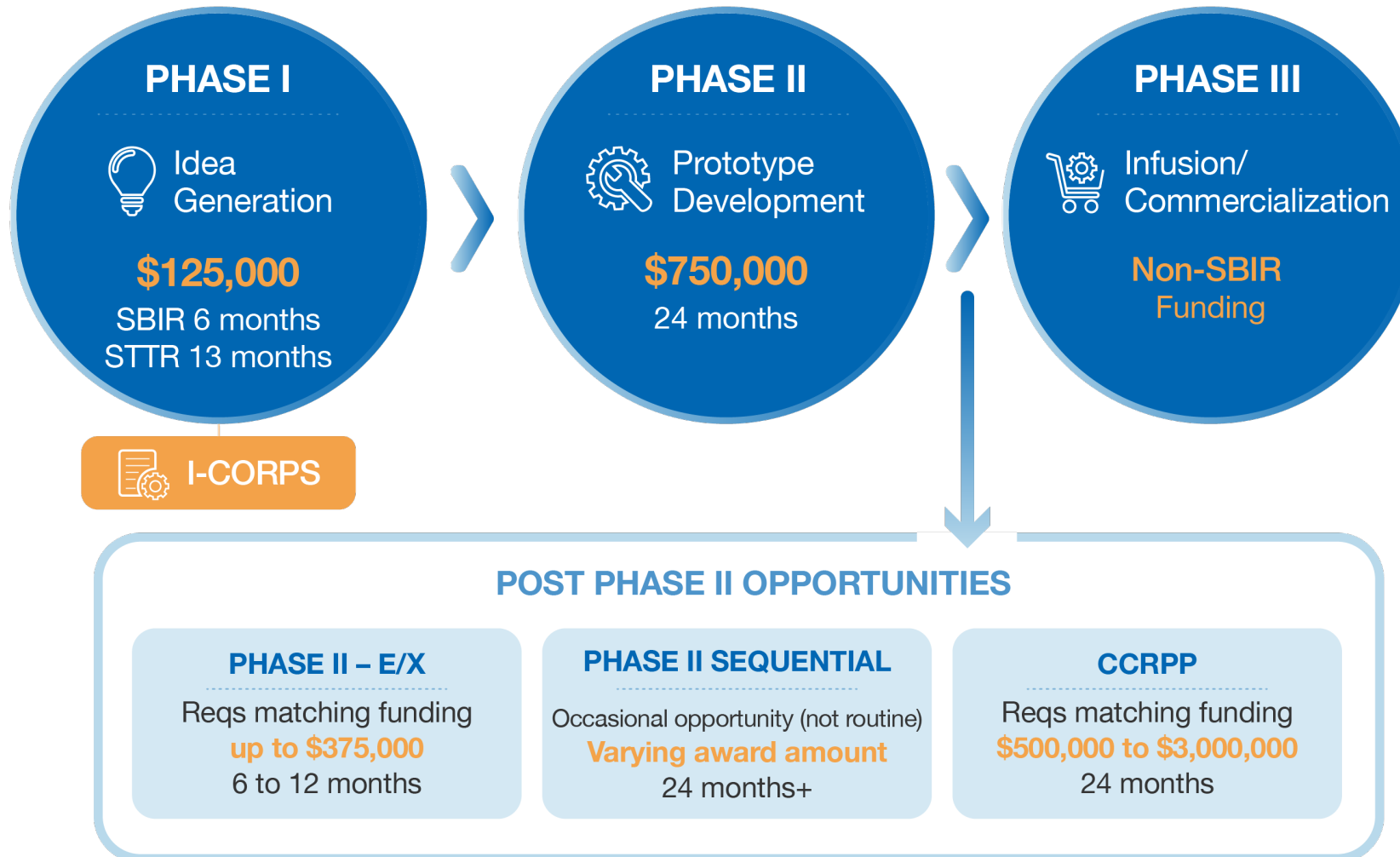


Engineers and scientists from **more than 12,000** small businesses in all 50 States, DC and Puerto Rico have participated

NASA SBIR/STTR Opportunities



NASA SBIR/STTR PHASES



Learning About NASA's Needs



Focus Areas

NASA's research subtopics are organized by "Focus Areas" that group interests and related technologies.

- **Identify** the Area(s) closest to your innovation/idea
- **Go** to our website to research
- **Prepare to write** a proposal tailored to NASA's needs

<https://sbir.nasa.gov/solicitations>

2021 Focus Areas (FA)	
FA 1: In-Space Propulsion Technologies	FA 13: Information Technologies for Science Data
FA 2: Power, Energy and Storage	FA 14: On-orbit Servicing, Assembly, and Manufacturing (OSAM)
FA 3: Autonomous Systems for Space Exploration	FA 15: Materials, Materials Research, Structures, and Assembly
FA 4: Robotic Systems for Space Exploration	FA 16: Ground and Launch Processing
FA 5: Communications and Navigation	FA 17: Thermal Management Systems
FA 6: Life Support and Habitation Systems	FA 18: Air Vehicle Technology
FA 7: Human Research and Health Maintenance	FA 19: Integrated Flight Systems
FA 8: In-Situ Resource Utilization	FA 20: Airspace Operations and Safety
FA 9: Sensors, Detectors and Instruments	FA 21: Small Spacecraft Technologies
FA 10: Advanced Telescope Technologies	FA 22: Low Earth Orbit Platform Utilization and Microgravity Research
FA 11: Spacecraft and Platform Subsystems	FA 23: Digital Transformation for Aerospace
FA 12: Entry, Descent and Landing Systems	FA 24: Dust Mitigation

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	SB	80MSFC21D0011	Strategic Research & Analysis, Communications, & Exhibit Services	\$58.3M
Oct. 27	Data Device Corp.	SB	80MSFC21P0047	PCI Boards	\$.8M
Dec. 15	Diversified Construction of Oklahoma	WOSB	80MSFC21F0038	Revitalize Pressurants and Propellants System Phase 2	\$7.4M
Jan. 21	Bailey Consultants	HUBZone SB	80MSFC21P0013	Gateway Program Support	\$.6M
Feb. 17	Siemans Govt. Technology	SB	80MSFC21P0004	Product Life Cycle Tool	\$.8M
Apr. 16	Barrios Technology	WOSB	80MSFC 21D0009	Project Coordination	\$68M
Apr. 27	ETA Space, LLC	SB	80MSFC21C0008	Space Technology Ready	\$24.8M
May 4	Dison Group	WOSB	80MSFC21F0143	Replace Roofing	\$.7M

IN COMPETITION (BLACKOUT IN EFFECT)

TITLE	INCUMBENT(S)	PREVIOUS COMPETITION	CURRENT COMPETITION
CPSS Configuration & Data Management	Victory Solutions	SB set-aside	SDVO SB set-aside
Facility Engineering Design and Inspection Services	Accura Rosser JV	8(a) set-aside	8(a) set-aside
Marshall Engineering Technician and Trade Support Services	Aerie Aerospace	8(a) set-aside	8(a) set-aside

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

SMALL BUSINESS EXECUTIVE LEADERSHIP TEAM

- Established in 2009.
- Comprised of small businesses having direct contracts excluding construction and SBIR Phase I contracts.
- Conducts bi-monthly meetings and one off-site meeting each fiscal year.
- Objective:
 - advance the interest of the SB community at MSFC.
 - serve as a voice for the SB community at MSFC.
 - assist in the planning and coordination of special outreach events hosted by MSFC, and quarterly joint counseling sessions.

MSFC FY2018-2021 PRIME CONTRACTOR CUMULATIVE SUBCONTRACTING TOTALS

CATEGORIES	NASA FY21 % GOALS	FY18 \$ ACHVD.	FY18 % ACHVD.	FY19 \$ ACHVD.	FY19 % ACHVD.	FY20 \$ ACHVD.	FY20 % ACHVD.	FY21 \$ ACHVD.	FY21 % 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%
SDVO SB	3.0%	\$23.3M	3.2%	\$37.8M	5.0%	\$32.9M	2.8%	\$18.8M	2.9%

MSFC FY 2020 TOP 15 LARGE BUSINESS PRIME CONTRACTS

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Space Launch System (SLS) Stages	Boeing	NNM07AB03C	LB	\$772.8M
2	SLS RS-25 Engine	Aerojet Rocketdyne	NNM16AA02C	LB	\$385.9M
3	SLS Booster	Northrop Grumman Innovations Systems	NNM07AA75C	LB	\$278.2M
4	Engineering Services & Skills Capabilities Augmentation	Jacobs	80MSFC17C0011	LB	\$224.4M
5	Human Landing System (HLS) Study	Blue Origin	80MSFC20C0020	LB	\$228.2M
6	HLS Study	Dynetics	80MSFC20C0035	LB	\$147.9M
7	SLS Stages Production & Evolution	Boeing	80MSFC20C0052	LB	\$147.7M

MSFC FY 2020 TOP 15 LARGE BUSINESS PRIME CONTRACTS (CONT.)

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
8	SLS Interim Cryogenic Propulsion	Boeing	NNM12AA82C	LB	\$124.2M
9	HLS Study	SpaceX	80MSFC20C0034	LB	\$94.8M
10	Chandra Science Center	Smithsonian	NAS8-03060	NP	\$55.7M
11	SLS Booster Production & Operations	Northrop Grumman	80MSFC20D0008	LB	\$49.5M
12	SLS RL10 Engine	Aerojet Rocketdyne	NNM16AA12C	LB	\$49.5M
13	Mission Operations & Integration	Teledyne Brown	NNM13AA29C	LB	\$49.1M
14	Facility Operations & Maintenance	AECOM	80MSFC17C0007	LB	\$30.3M
15	Imaging X-ray Polarimetry	Ball Aerospace	NNM15AA18C	LB	\$21.8M

MARSHALL PRIME CONTRACTOR SUPPLIER COUNCIL

- Council established in January 2003.
- Comprised of more than 100 members representing approximately 50 large businesses.
- Conduct bi-monthly and several 3-day off-site meetings each fiscal year.
- Objective:
 - develop strategies for increasing subcontracting opportunities for SB participation.
 - share lessons learned, best practices, and supplier resources.
 - heighten awareness of the NASA Small Business Subcontracting Program.
 - assist in the planning and coordination of special outreach events hosted by MSFC, and quarterly joint counseling sessions.

MAKING THE CONNECTION

- In-house one-on-one counseling sessions via telecom or Microsoft Teams.
- Telecom Wednesdays.
- Joint counseling sessions.
- MSFC hosted virtual outreach events.
- Regional business forums.

TELECOM WEDNESDAYS

- Initiative introduced in FY2019.
- Telecoms scheduled each Wednesday except fifth Wednesdays.
- Four to six 30 minute telecoms are scheduled with the first telecom starting at 8:15 AM (CST) with fifteen minute intervals between each.
- Audience:
 - Selected MSFC Small Business Technical Coordinators (SBTC).
 - SB Office Staff.
 - Participants on the Procurement Small Business Action Team (PSBAT).

JOINT COUNSELING SESSIONS

- Initiative introduced in FY 2010.
- Three sessions per quarter, one session featuring service providers, two sessions featuring manufacturers/machine shops.
- Five small businesses are showcased at each session.
- Businesses selected based on core competencies and business classification types.
- Including presenters, attendance averages between 50 and 60 per session.
- Audience:
 - MSFC Small Business Technical Coordinators.
 - Marshall Prime Contractor Supplier Council and Small Business Executive Leadership Team members.
 - Members of the Procurement Small Business Action Team.
 - MSFC Small Business Technical Advisor.

MARSHALL SMALL BUSINESS ALLIANCE

- First meeting was held on May 17, 2007.
- Meetings are held on a semiannual basis...31 meetings to date...More than 18 thousand have attended.
- Outreach/communication tool developed to provide industry with maximum exposure to the MSFC Marketplace.

MSFC HISTORICALLY BLACK COLLEGES AND UNIVERSITIES (HBCU) AND MINORITY SERVING INSTITUTIONS (MSI) PARTNERSHIPS MEETING

- In support of achieving the 1% Agency mandated goal, MSFC initiated the Annual HBCU/MSI Partnerships Meeting.
- The 1st Annual HBCU/MSI Partnerships meeting was kicked off on September 17, 2014. For the exception of 2016, MSFC has been conducting these meetings every fall.
- This event is targeting NASA's immediate and future subcontracting opportunities for HBCUs and MSIs. This is also an opportunity to network with representatives from NASA and its prime contractors.
- Our 7th Annual HBCU/MSI Partnerships meeting is scheduled for Tuesday, October 26, 2021 – It will be held virtually via Zoom.

BUSINESS FORUMS

- Concept introduced in January 2004.
- Outreach tool developed to:
 - introduce the NASA marketplace to targeted communities.
 - educate communities on the economic and technological impact of NASA Programs on our nation.
 - promote the goals and objectives of the STEM Program to local schools.

RECENT BUSINESS FORUMS

DATE	EVENT	LOCATION
October 18, 2017	Launching Your Business with NASA Business Forum	Decatur, AL
November 1-2, 2017	Doing Business with NASA Business Forum	Mobile, AL
June 19, 2018	Northeast Tennessee Business Forum	Huntsville, TN
August 29, 2018	Launching Your Business with NASA Business Forum	Charleston, SC
June 13, 2019	Doing Business with NASA Business Forum	New Orleans, LA
August 14, 2019	Kansas-NASA Partnerships Business Forum	Lawrence, KS
August 21, 2019	Launching Your Business with NASA Business Forum	Scottsboro, AL
October 30, 2019	Launching Your Business with NASA Business Forum	Mobile, AL
April 27, 2021	Chicago Metro Metal Consortium, spearheaded by the Cook County Excellence Center	Virtual
May 24, 2021	Artemis Supplier and Northeastern Small Business Industry Day	Virtual

UPCOMING BUSINESS FORUMS

DATE	EVENT	LOCATION
Sept. 1	Michigan Aerospace Manufacturers Association Business Forum	Virtual
Nov. 3	Mobile Regional Business Forum	Virtual
TBD	New Hampshire Aerospace and Defense Export Consortium Business Forum	Virtual

CALENDAR OF UPCOMING MSFC OUTREACH EVENTS

DATE	EVENT
Sept. 1	Michigan Aerospace Manufacturers Association Business Forum
Sept. 30	15 th Annual MSFC Industry and Advocates Awards Ceremony
Oct. 14	32 nd Marshall Small Business Alliance Meeting
Oct. 26	7 th Annual Historically Black Colleges and Universities and Minority Serving Institutions Partnerships Meeting
Nov. 3	Mobile, AL Business Forum

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>

REBOOT OF THE NASA MENTOR PROTÉGÉ (MPP) PROGRAM

- Effective October 1, 2019, the MSFC Small Business Office (SBO) is now the lead Center for coordinating and managing the NASA MPP.
- Rebranding of all MPP forms, templates, and guidebook was completed in February 2020.
- On March 1, 2020, the NASA/MSFC SB Office started accepting new Mentor-Protégé agreements (MPA).

NASA MPP FORMS, TEMPLATES, AND GUIDEBOOK

- Agreement Checklist
- Mentor Annual Report Template
- Mentor Application Template
- Mentor-Protégé Agreement (MPA) Template
- MPA Guidebook
- Protégé Application Template
- Protégé Post-Agreement Report Template
- Protégé Annual Report Template

**MPP Guidebook and Templates can be found within following hyperlink under “Templates & Forms”:
<https://osbp.nasa.gov/mpp/index.html>*

MENTOR PARTICIPATION REQUIREMENTS

- Mentor must be eligible for receipt of government contracts.
- Mentor must be approved to participate in the program by the NASA MPP Manager...approvals good for six years.
- Mentor must be a large business or research institution.
- Mentor must have a NASA contract with an approved subcontracting plan as a part of the contract.
- No limit on number of agreements a mentor can have.

NASA APPROVED MENTORS - STATUS

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
a.i. Solutions, Inc.	7/12/2024	B. Steve Owens	321-867-0670	steve.owens@ai-solutions.com
AECOM	1/28/2024	Shawn Ralston	703-559-1338	shawn.ralston@aecom.com
Aerojet Rocketdyne	10/5/2021	Georgina (Gina) Gastelum	818-586-2361	georgina.gastelum@rocket.com
Bastion Technologies, Inc. (New Mentor)	2/28/2027	Kim E. Whitson	256-585-5150	kwhitson@bastiontechnologies.com
Bechtel National, Inc. (New Mentor)	5/20/2026	Lisa Tribuce-Leoung Tat	703-429-6261	ltribuc@bechtel.com
CSRA, LLC	12/26/2022	Bruce Moore	256-947-5033	bruce.moore@gdit.com
Deloitte & Touche, LLP (New Mentor)	10/25/2026	Victoria Vo	703-585-3946	vicvo@deloitte.com
Enterprise Services, LLC	10/9/2023	Jeff Henderson	703-736-4015	jeff.henderson@perspecta.com
Hamilton Sundstrand Space System International, Inc.	12/14/2022	Mark Beardslee	860-654-6897	mark.beardslee@utas.utc.com
Honeywell International, Inc. (Aerospace-Glendale)	12/5/2023	Cruz Andino Vargas	787-658-2289	cruz.andino@honeywell.com
Jacobs Technology, Inc	9/8/2026	JoAnn Belt	256-961-1769	joann.v.belt@nasa.gov
Jones Edmunds & Associates, Inc. (New Mentor)	11/04/2026	Douglas Toth, PhD., PE	352-258-8816	dtoth@jonesedmunds.com
Leidos Innovations Corporation	11/13/2023	Chireda Gaither	571-526-6026	chireda.b.gaither@leidos.com
LJT & Associates, Inc.	9/17/2023	TBD	TBD	TBD
Lockheed Martin	12/22/2026	Orysia Buchan	315-456-3018	orysia.d.buchan@lmco.com
Millenium Engineering and Integration Company	8/17/2021	Daniel Deans	703-413-7740	ddeans@meicompany.com
Northrop Grumman	2/19/2027	Jenifer Scoffield	435-863-2017	jenifer.scoffield@ngc.com
PAE Applied Technologies, LLC	4/3/2023	Stephen Brettel	281-224-5874	stephen.p.brettel@nasa.gov
Peraton, Inc. (New Mentor)	4/25/2027	Willie Franklin		
Raytheon Company	11/19/2026	Crystal King	571-250-3725	crystal_l_king@raytheon.com

*Highlighted Companies are either new or recently renewed.

NASA APPROVED MENTORS – STATUS (CONT.)

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
Science Applications International Corporation (SAIC)	12/17/2026	Bruce Emerson Rita Brooks	256-544-8547 571-203-6832	bruce.g.emerson@nasa.gov marguerite.brooks@saic.com
Sierra Lobo, Inc.	4/3/2023	Chuck Stidham	567-401-1051	cstidham@sierralobo.com
Southwest Research Institute	5/31/2022	Eva Carpenter	210-522-2237	eva.carpenter@swri.org
Teledyne Brown Engineering, Inc.	6/25/2026	Debbie Batson	256-726-1393	debbie.batson@teledyne.com
The Boeing Company	4/7/2026	Kamisha Sanders	314-610-0311	kamisha.d.sanders@boeing.com
Wyle Laboratories, Inc. d/b/a KBRWyle	10/19/2022	Jamie Downs	281-853-5027	Jamie.downs@us.kbr.com

**Highlighted Companies are either new or recently renewed.*

PROTÉGÉ ELIGIBILITY REQUIREMENTS – BUSINESS CLASSIFICATION TYPES

- Small Disadvantaged Businesses
- Women-Owned Small Businesses,
- Historically Underutilized Business Zone Certified Small Businesses
- Veteran-Owned Small businesses
- Service-Disabled Veteran-Owned Small Businesses
- Historically Black Colleges and Universities and Minority Serving Institutions
- Companies participating in the Ability One Program
- Small Business Innovation Research Phase II Program
- Small Business Technology Transfer Phase II Program

MENTOR PROTÉGÉ CONTACT INFORMATION

- Creation of a new dedicated NASA MPP Inbox for processing all NASA MPP related documentation:

MSFC-NASAMentorProtegeProgram@mail.nasa.gov

- Establishment of a new dedicated Phone number for receiving inquiries specific to the NASA MPP only: 256-544-7768

MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
David Brock	Small Business Specialist	david.e.brock@nasa.gov	256-544-0267
Esther Veras	Procurement Analyst – Seventh Sense Consulting	esther.veras@nasa.gov	256-544-8816
Cheryl Webb	Procurement Analyst – Seventh Sense Consulting	cheryl.l.webb@nasa.gov	256-544-6263
Jan Matthews	Contract Specialist	jannifer.l.matthews@nasa.gov	256-961-2387
Chip Jones	Small Business Technical Advisor	chip.jones@naa.gov	256-544-2701
Doug Gerard	SBA PCR	douglas.gerard@sba.gov	256-544-0681

Location: Bldg. 4200/Rm. 228C
Office hours: 7:00 a.m. – 4:30 p.m. (CST)
MSFC-SBO@mail.nasa.gov

THE HUNTSVILLE GOVERNMENT MARKET PLACE

- Huntsville the second largest Federal Government buying center in the country
- Cummings Research Park second largest research park in the country
- More than forty thousand come to work each day on the Redstone Arsenal...projecting sixty thousand plus within the next several years
- FBI newest tenant on the Redstone Arsenal

TEAM REDSTONE SMALL BUSINESS PROGRAM CONTACTS

COMMAND	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Army Materiel Command (AMC)	Thaddeus Martin (Director)	256-450-6590	thaddeus.l.martin.civ@mail.mil
Defense Logistics Agency (DLA)	Trish Kimble Beth Lamothe	256-876-1576 256-924-7903	patricia.kimble@dla.mil elizabeth.lamothe@dla.mil
Federal Bureau of Investigation Small Business Programs	Barbara Clouser Tammy Clark	304-625-6061	baclouser@fbi.gov tjclark2@fbi.gov
HQ Army Contracting Command Office of Small Business Programs (ACC)	Helen M. Austin (Chief)	256-955-8742	helen.m.austin.civ@mail.mil
Missile Defense Agency (MDA)	Nancy Small (Director) Jerrol Sullivan (Deputy Director)	256-450-2872	nancy.small@mda.mil jerrol.sullivan@mda.mil jessica.middleton.ctr@mda.mil (Jessica Middleton – Administrative Assistant)
U.S. Army Aviation & Missile Command (AMCOM)	Christopher Evans (Director) Debra Wood (Asst. Director)	256-842-6234	christopher.a.evans.civ@mail.mil
U.S. Army Engineering & Support Center Corps of Engineers (USACE)	Rebecca Goodsell Nicole Boone Brandy Percell Betty Guillot	256-876-0921 256-895-1385 256-895-1050 256-895-1958 256-895-5487	debra.r.wood2.civ@mail.mil rebecca.goodsell@usace.army.mil nicole.c.boone@usace.army.mil brandy.n.percell@usace.army.mil betty.j.guillot@usace@army.mil
U.S. Army Space and Missile Defense Command (USASMDC)	Mary Birdsong (Director) Austin David Wall	256-955-3412	mary.a.birdsong.civ@mail.mil austin.d.wall3.civ@mail.mil

Q&A Session

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OSBP Updates

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NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfsc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfsc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

OSBP's New Web Site and Publication

www.nasa.gov/osbp

www.nasa.gov/osbp/osbp-publications

OSBP Mentor-Protégé Program
The newly rebooted Mentor-Protégé Program is now live!

OSBP at Goddard Space Flight Center
(Greenbelt, MD)

Center Mission
Goddard Space Flight Center is committed to providing the best possible support to NASA's solar system, Earth, and astrophysics research programs.

Small Business

OSBP - Active Contract Listings
Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

Center	NAICS	Contract Name	Contractor Name	Type of Competition	Potential Value	Ultimate Contract End Date
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD039C	8(a) Competitive	\$44.9 M	5/31/2021 Last Date to Order
AFRC	561210	Safety and Mission Assurance	Boston Technologies, Inc. 80ARCO20D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC0918C0017	Full & Open	\$609 M	3/21/2023
KSC	561730	Grounds and Landscaping Maintenance and Pest Control II	S.C. Jones Services, Inc. 80KSC0919C0020	HUBZone Set-Aside	\$10.8 M	9/30/2023

Center Acronym
Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/requirement.

Expiration Date (or "last date to order" for indefinite-delivery contracts)
This allows for long-term tracking of recurring requirements, as well as for the long-term planning time normally required in pursuing the contracts.

Jennifer D. Pfeiffer
Phone: 301-281-1111
E-mail: jdpfeiff@gsfc.nasa.gov

SO, YOU WANT TO DO BUSINESS WITH NASA?

It takes time to secure a partnership with NASA. While contracts are not guaranteed, it can take approximately 18 to 24 months to build a relationship with the Agency acquisition personnel.

At NASA, the Simplified Acquisition Threshold (SAT) Team, at the NASA Shared Services Center (NSSC), provides Agency leadership with unprecedented insight into simplified acquisition purchasing activity of the Agency by consolidation SAT purchases.

As a reminder, the NSSC processes all SAT purchases at or below \$250,000, within scope in the shared services environment.

NASA is committed to providing all categories of small businesses with an opportunity to participate in both NASA prime contracts and subcontracts. To do this, we need to ensure that the lines of communication are open and effective. This publication is key to that open communication.

In order to do business with NASA, here are a few "First Steps" that you will want to explore →

FIRST STEPS

- 1 Connect with OSBP**
NASA Vendor Database
Facebook
Twitter @NASA_OSBP
OSBP Mobile (mobile app)
- 2 Locate and Contact the Appropriate Small Business Specialist**
Center Locations
<https://www.nasa.gov/edp/ohd/center-locations>
- 3 Match your Company's Primary NAICS* Code to the Center NAICS Code**
NAICS
<https://www.census.gov/ipeds/data/naics.html>
OSBP About NASA Centers
<https://www.nasa.gov/edp/ohd/about-nasa-centers>
- 4 Identify Procurement Opportunities**
Contract Opportunities
<https://beta.sam.gov/>
Acquisition Forecast
<https://www.hq.nasa.gov/office/procurement/forecast/>
SBIR/STTR
<https://sttr.nasa.gov/>
NSPIRES
<https://spires.nasa.gov/central.html/>
- 5 Attend NASA OSBP Outreach Events**
Outreach
<https://www.nasa.gov/edp/ohd/regional-outreach/>
Calendar
<https://osbp.nasa.gov/calendar-outreach.html>
- 6 Do the Homework!**
Government contracting can be complex, especially for small businesses getting involved for the first time! Homework for small businesses includes lots of research.

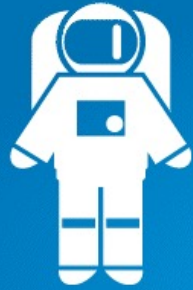
* North American Industry Classification System

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Upcoming Webinars

Date	Topic	Speakers
8/18/2021	One-on-One with the U.S. General Services Administration	Guest Speaker
9/15/2021	How to Do Business with the NASA Johnson Space Center	Robert E. Watts Johnson Space Center

Registration is NOW OPEN!



Register today at bit.ly/OSBPwebinars

OSBP Learning Series: CALL FOR NEW TOPICS!!



NASA's Office of Small Business Programs is NOW ACCEPTING new topics ideas for our monthly OSBP Learning Series Webinars!

We would LOVE to hear from you!!

Please submit your topic ideas to smallbusiness@nasa.gov!

Upcoming NASA OSBP Education and Outreach Opportunities

National Small Business Federal Contracting Summit

July 22, 2021

<https://www.uswcc.org/events/national-small-business-federal-contracting-summit-dc-summer-2021/>

NASA Small Business Conference

October 7, 2021

For more information: <https://www.nasa.gov/osbp/regional-outreach>

Connect with OSBP at www.nasa.gov/osbp
or smallbusiness@nasa.gov



OSBP
Website



OSBP
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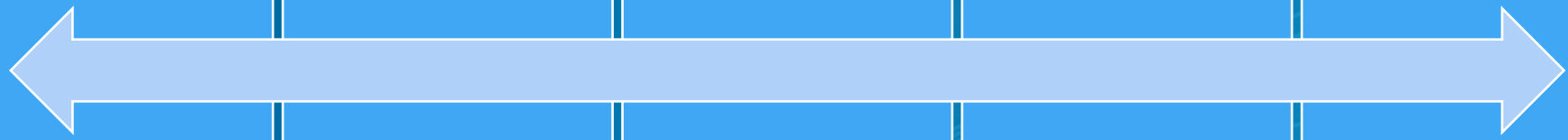
Small
Business
Outreach
Events



OSBP
Mobile
App



Social
Media



Contact



Truphelia M. Parker

Program Specialist

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Thank You for Joining!

