



DOING BUSINESS WITH MARSHALL SPACE FLIGHT CENTER

David E. Brock,
MSFC Small Business Specialist

March 6, 2024



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	Vacant		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	Msfcc-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	Gsfcc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	Information Technology Procurement Office	Robert O. Betts	757-864-6074	hq-itpo-smallbusiness@mail.nasa.gov
	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

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

MARSHALL AT A GLANCE

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



\$8.3B (\$4.3B)

Total economic impact
(Alabama impact)



3rd largest

employer in the Huntsville -
Madison county area



> 7,000

employees at Marshall



4.6 million

square feet of space occupied
in Huntsville



MAF

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

MSFC KEY CENTER CAPABILITIES AND SERVICES

Propulsion

- Liquid Propulsion Technology and Development
- Propulsion Industrial Base Sustainment
- Solid Propulsion Technology and Development
- Propulsion Testing
- Advanced Propulsion Technology and Development

Materials and Manufacturing

- Materials Diagnostics and Fracture/Failure Analysis
- Materials Technology and Development
- Additive Manufacturing
- Large-Scale Manufacturing

Space Systems

- Payload Systems
- Mission Operations
- Life Support Systems Design and Development
- Environmental Test
- Space Weather and Natural Environments

Scientific Research

- Earth Science
- Planetary Science
- Heliophysics
- High-Energy Astrophysics
- Optical Systems

Space Transportation Systems

- Advanced Concepts and Systems Analysis
- Structural System Design and Analysis
- Structural Testing
- Thermal and Fluid Systems
- Avionics and Electrical Systems
- Guidance, Navigation, and Control
- Flight Software

METRICS (THROUGH SEPTEMBER 30, 2023)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$20,617.4M			\$4,759.4M		23.1%
SB	23.0%	16.87%	\$3,639.1M	17.7%	6.3%	\$322.4M	6.8%	8.9%
SDB	12.0%	8.9%	\$1,535.6M	7.5%	3.4%	\$159.6M	3.4%	10.4%
HUBZone	3.0%	3.0%	\$197.0M	1.0%	0.5%	\$27.0M	0.6%	13.7%
WOSB	5.0%	5.0%	\$818.1M	4.0%	2.0%	\$101.1M	2.1%	12.3%
SDVO SB	3.0%	3.0%	\$483.5M	2.4%	0.5%	\$91.4M	1.9%	18.9%

Data generated on October 9, 2023

METRICS (THROUGH JANUARY 31, 2024)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$4,607.4M			\$998.2M		21.7%
SB	23.0%	TBD	\$690.6M	15.0%	5.7%	\$75.9M	7.6%	11.0%
SDB	12.0%	TBD	\$320.9M	6.9%	3.1%	\$41.4M	4.2%	12.9%
HUBZone	3.0%	3.0%	\$52.4M	1.1%	0.5%	\$4.5M	0.5%	8.6%
WOSB	5.0%	5.0%	\$186.1M	4.0%	1.8%	\$28.0M	2.8%	15.0%
SDVO SB	3.0%	3.0%	\$93.1M	2.0%	1.6%	\$20.9M	2.1%	22.4%

Data generated on February 6, 2024.

ACQUISITION FORECAST

POP ENDING DATE	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTENTIAL VALUE	PREVIOUS COMPETITION	PROJECTED COMPETITION	DRAFT RFP RELEASE
01/31/2025	Cepeda Systems & Software Analysis	80MSFC20A0002	Engineering Support for MSFC Engineering Directorate's Space Systems Department And Other MSFC Departments, Directorate	541330	\$24M	GSA HUBZone set-aside	TBD	TBD
05/14/2025	4M Research	80MSFC22F0109	Software Independent Validation and Verification	541330	\$7M	GSA WOSB set-aside	TBD	TBD
06/30/2025	Victory Solutions, Inc.	NNM13AA66T	Configuration Management & Data Management	541712	\$102M	SDVOSB set-aside	TBD	TBD
06/30/2025	AMENTUM Services, Inc	80MSFC17C0007	Facility Operations & Maintenance Support Services	561210	\$450M	Full & Open	TBD	4 th Qtr. FY24
09/30/2025	Media Fusion	80MSFC21D0011	Strategic Research and Analysis, Communication, and Exhibit Services	541715	\$70M	SB set-aside	TBD	TBD
10/31/2025	Bastion Technology	80MSFC18C0005	Safety & Mission Assurance Services	541712	\$365M	SB Set-Aside	TBD	TBD
11/30/2025	Jacobs	80MSFC18C0011	Engineering Services and Science Capability Augmentation	541712	\$2B	Full & Open	Full & Open	4 th Qtr. FY24

IN COMPETITION

TITLE	INCUMBENT	NAICS	PREVIOUS COMPETITION	CURRENT COMPETITION	POTENTIAL VALUE	ANTICIPATED AWARD DATE
Consolidated Agency Technology Transfer Services	Acuity Edge, Inc.	541990	HUBZone SB Sole Source	HUBZone SB set-aside	\$25M	3 rd Qtr. FY24
Pre-Exploration Production Exploration Contract	New Contract	541715	NA	Sole source other than small	TBD	3 rd Qtr. FY24
MSFC Minor Construction Indefinite Delivery Contracts	Multiple	236220	SB set-aside	SB set-aside	\$20M not to exceed	2 nd qtr. FY24
MSFC Logistics Support Services	L&M Technologies, Inc.	561210	SB set-aside	8(a) set-aside	\$100M	4 th Qtr. FY24

OTHER SMALL BUSINESS DIRECT OPPORTUNITIES

- Construction.
- One time buys above the simplified acquisition threshold (SAT) of \$250K.
- Small business purchases below the SAT.
- Small Business Innovation Research and Small Business Technology Transfer Programs.

PSL SERVICE DELIVERY MODEL

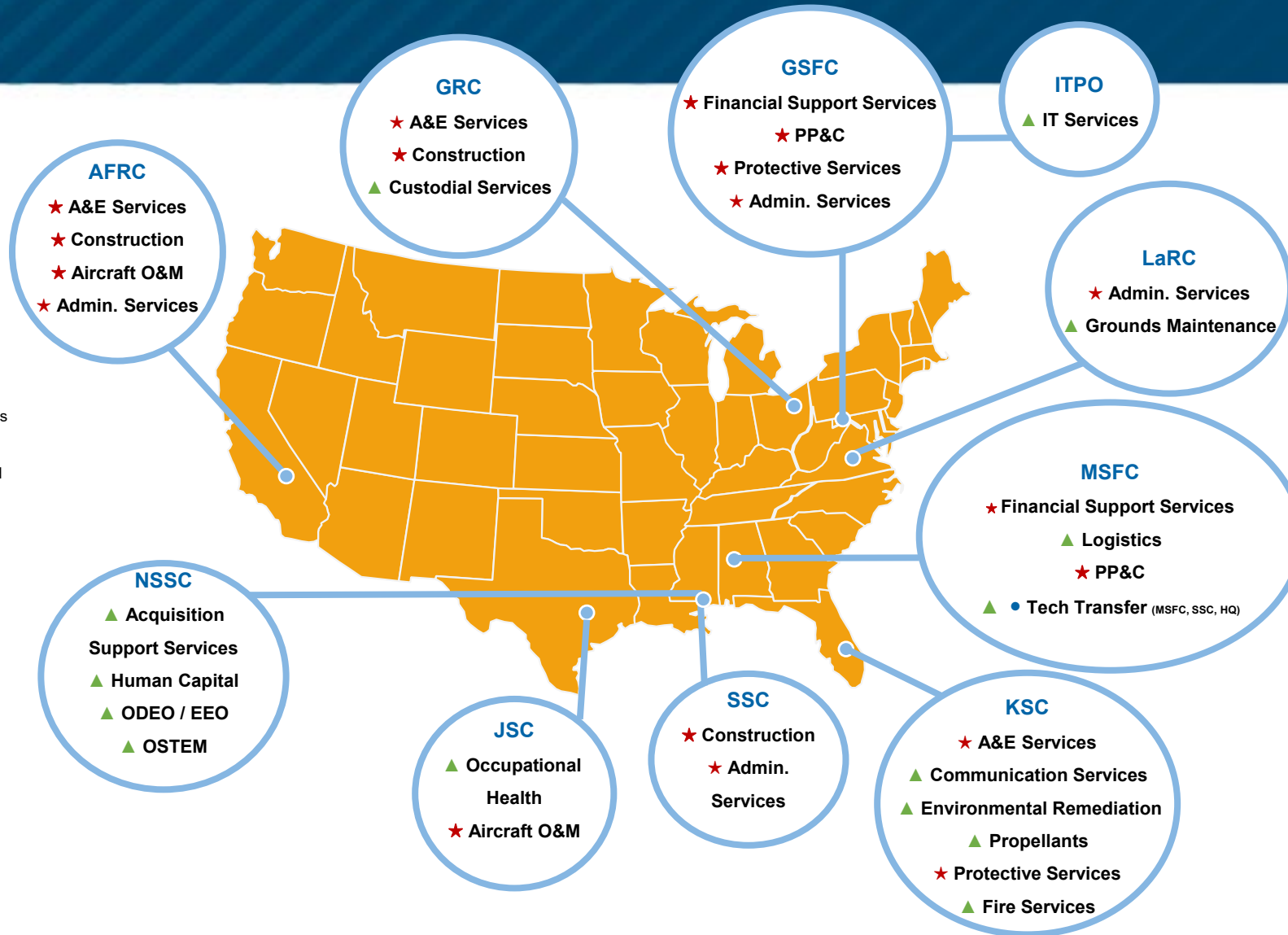
▲ Centralized: Procures for Agency

★ 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).



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
- ❖ Link to NASA Active Contract Lists: <https://www.nasa.gov/osbp/active-contract-listings/>

Sample NASA Active Contracts Listing: Facilities

NASA FACILITIES CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$44.9 M	2/28/2023 Last Date to Order
ARC	561210	Safety & Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
ARC	561210	Aerospace Testing & Facilities O&M (ATOM-5)	Jacobs Technology 80ARC022DA011	Full & Open	\$298 M	6/21/2027 Last Date to Order
ARC	561210	Logistics Management Services (LMS)	Lockwood Hills, LLC 80ARC017C0001	SB Set-Aside	\$46.1 M	1/14/2023
ARC	561210	Ames Facilities Maintenance Support Services (AFSS)	Jacobs Technology NNA15BB23C	Full & Open	\$232 M	10/12/2025
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
GRC	561210	Technical Info, Admin, Logistics Svcs II (TIALS 2)	Alcyon Technical Services (ATS) JV, LLC NNC15CA30C	SB Set-Aside	\$175.6 M	3/31/2023 Last Date to Order
GRC	561210	Technical, Facilities, O&M, & Engineering (TFOME)	HX5 Sierra, LLC NNC15BA02B	SB Set-Aside	\$379.9 M	5/31/2025
GSFC	561210	O&M for IV&V Facility	West Virginia University Research Corporation 80GSFC19C0074	Sole Source	\$25 M	9/30/2025
GSFC	561210	Facilities Operations and Maintenance Services (FOMS) III	AKIMA Support Operation, LLC 80GSFC18C0054	Full & Open	\$14.1 M	4/14/2023
GSFC	561720	Custodial, Landscaping, and Recycling Services	Melwood Horticultural Training Center, Inc. 80GSFC20C0098	Ability One	\$27.8 M	6/30/2025
GSFC	561210	Northern Latitude Sounding Rocket Launch Site	University of Alaska-Fairbanks 80GSFC20C0023	Sole Source	\$30 M	11/30/2029
GSFC/WFF	561730	Landscaping & Trash and Recycling Removal at WFF	Didlake, Inc. 80GSFC20D0010	Ability One	\$4.1 M	4/19/2025 Last Date to Order
HQ	561210	Headquarters Operations Support Services (HOSS)	Lintech-Beacon, LLC 80HQTR18C0002	8(a) Competitive	\$14.7 M	5/30/2023 Last Date to Order
HQ	561210	Infrared Telescope Facility (IRTF)	University of Hawaii Systems 80HQTR19D0030	Sole Source	\$32.8 M	6/30/2023 Last Date to Order

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

FY23 TOP 20 NASA PRIME CONTRACTORS

VENDOR NAME	WEBSITE	TOTAL DOLLARS
California Institute of Technology (JPL)	https://acquisitions.jpl.nasa.gov	\$2,922,677,243
Space Exploration Technologies Corp.	https://www.spacex.com/supplier/index.html	\$2,250,758,731
The Boeing Company	http://www.boeingsuppliers.com/esd/getstart.html	\$1,568,498,599
Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)	https://www.northropgrumman.com/suppliers/	\$1,251,623,011
Lockheed Martin Corporation	https://www.lockheedmartin.com/en-us/suppliers.html	\$1,221,943,785
Jacobs Technologies, Inc.	https://www.jacobs.com/suppliers/	\$946,316,790
KBR, Inc. (Includes Wyle and SGT)	https://kbrsupplier.com/	\$722,587,900
Johns Hopkins University Applied Physics Laboratory LLC	https://hopkinsmedicine.org/business/index.html	\$449,100,521
Blue Origin LLC	https://www.blurorigin.com/fly-with-us/become-a-supplier	\$440,849,404
Science Applications International Corporation	https://www.saic.com/who-we-are/suppliers-and-small-business	\$426,436,260



FY23 TOP 20 NASA PRIME CONTRACTORS, CONT.

VENDOR NAME	WEBSITE	TOTAL DOLLARS
Leidos	https://www.leidos.com/suppliers	\$359,353,430
Peraton, Inc.	https://www.peraton.com/suppliers/	\$337,355,934
Bechtel National, Inc.	https://www.Bechtel.com/suppliers/	\$308,679,000
L3Harris Technologies Inc. (includes Aerodyne-SGT Engineering Services LLC)	https://www.l3harris.com/supply-chain	\$285,184,931
Science Systems and Applications, Inc.	https://www.ssaihq.com/contact-us	\$241,109,133
Maxar Space, LLC	https://www.maxar.com/legal/suppliers	\$178,315,215
Air Products and Chemicals, Inc.	https://www.airproducts.com/company/suppliers	\$172,185,991
Syncom Space Services, LLC	http://syncomspaceservices.com/	\$146,326,084
Ball Aerospace & Technologies Corp.	https://www.ball.com/aerospace/about-aerospace/suppliers-resources	\$129,931,562
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%

NASA OSBP Website: www.nasa.gov/osbp

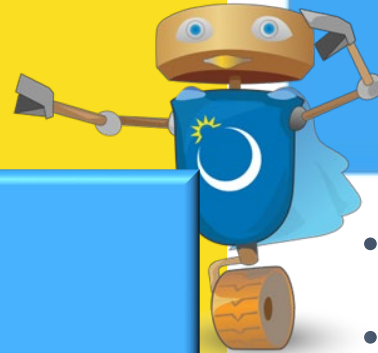
- Website highlights:
 - How to Do Business with NASA
 - OSBP Learning Series
 - OSBP Outreach
 - Active Contract Listings
 - Small Business Resource links
 - Small Business Specialist contact

The screenshot shows the NASA OSBP website homepage. At the top, there is a navigation bar with links for Topics, Missions, Galleries, NASA TV, Follow NASA, Downloads, About, and NASA Audiences. Below the navigation bar is a large blue banner with the text "Office of Small Business Programs" and the tagline "...where small business makes a BIG difference." The main content area is divided into several sections: a "Follow" sidebar with social media icons and a list of links; a "How to Do Business with NASA" section with a list of resources; a "Tweets from @NASA_OSBP" section; a "Small Business Specialist Spotlight" section featuring three specialists; an "Active Contract Listings" section with a satellite image; a "News and Events" section with a list of upcoming events; and an "OSBP Leadership" section with portraits and names of staff members.



NASA OSBP Outreach Opportunities

UPCOMING OUTREACH



OSBP LEARNING SERIES VIRTUAL OUTREACH

March 21, 2024– In-person

- Marshall Small Business Alliance in Huntsville, AL - Davidson Center
- Registration Link: <https://37thMSBA.eventbrite.com>

April 5, 2024 – In-person

- NASA and Partners Small Business and HBCU Summit at Howard University School of Business (HUSB)

- Held the 3rd Wednesday each month
- Events feature guests from NASA, Federal agencies including:
 - Small Business Administration (SBA)
 - General Services Administration (GSA)
 - U. S. Women’s Chamber of Commerce
 - And more
- Q&A session is included
- Request registration link [HERE](#)

March 20, 2024

Women Changemakers and Small Business Success at NASA

April 17, 2024

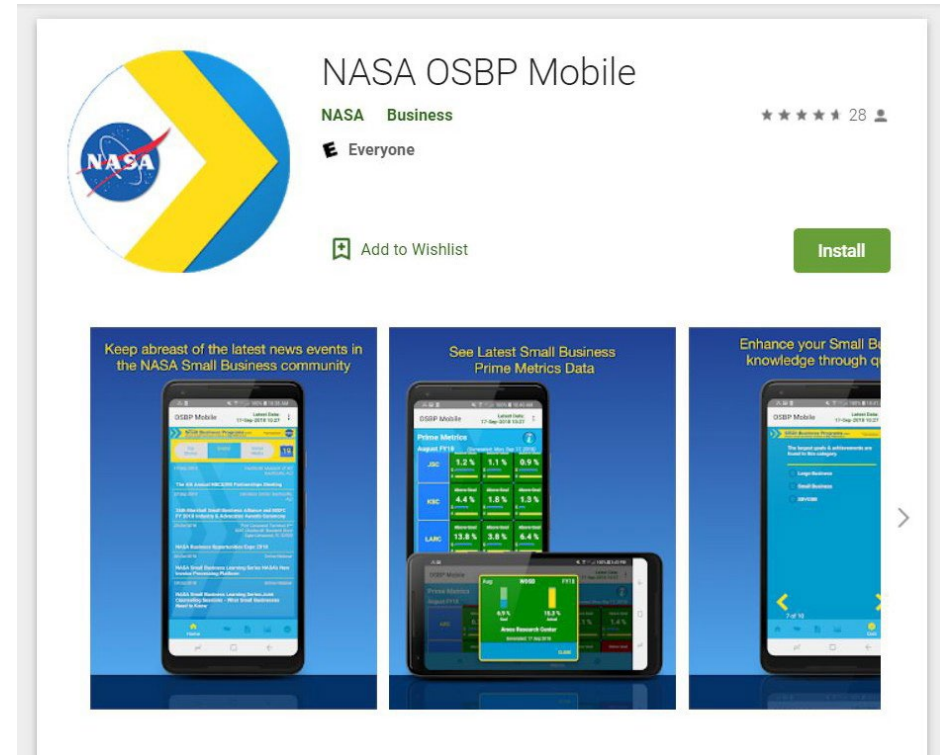
How to Secure Federal Government Funding

OSBP Mobile App

OSBP Mobile is designed to help:

- Provide active contract listings and requests for proposals
- Network with Small Business Specialists at each NASA Center
- Explore the latest Agency prime metrics data
- Inform you of the latest small business news and events

Come make a BIG difference at NASA!



Download at:
<https://play.google.com/>
<https://apps.apple.com/>

MSFC 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>
- NASA Active Contract List: <https://www.nasa.gov/osbp/active-contract-listings>

MAKING THE CONNECTION

- In-house counseling sessions via Microsoft Teams.
- Tag Team Wednesdays.
- Joint Counseling sessions featuring SB service providers, machine shop/fabricators, and HBCUs and MSIs.
- Semi-annual Marshall Small Business Alliance meetings (FY23 meetings scheduled for late March and mid to late September).
- Local and regional business forums.

MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
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Cheryl Webb	Contracts Administrator – Seventh Sense Consulting	cheryl.l.webb@nasa.gov	256-544-6263
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

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MSFC-SBO@mail.nasa.gov