

National Aeronautics and Space Administration



NASA/MARSHALL SPACE FLIGHT CENTER

SMALL BUSINESS MARKETING GUIDE

Revised Nov. 2023

Introduction

The NASA/Marshall Space Flight Center (MSFC) is located on the Redstone Arsenal in Huntsville, Alabama, an army military base consisting of approximately thirty-eight thousand acres. As a tenant, MSFC occupies approximately eighteen hundred acres, has approximately seven thousand on-site employees including contractor support personnel, and a FY 2024 budget projection of approximately \$5.2 billion. In addition to the Redstone Arsenal location, MSFC also has a satellite facility in New Orleans, Louisiana, the Michoud Assembly Facility, where major full-scale production efforts in support of the Space Launch System Rocket Program is currently under way.

The MSFC Small Business Marketing Guide was created to introduce small businesses to the MSFC marketplace, and to serve as a valuable marketing resource for small businesses pursuing procurement opportunities at the Center. Guide contains important marketing information that can help businesses understand the MSFC marketplace, and how best to market their product and service offerings to MSFC and MSFC prime contractors. Information contained in the guide includes NASA Small Business, Team Redstone, and prime contractor contacts, small business technical coordinators, a prime contractor list, and information on how to access procurement information via several acquisition search tools. Also, information on special small business programs (e.g., NASA Mentor-Protégé Program, MSFC small and large business councils, marketing tips, and several new outreach initiatives). The MSFC Small Business Marketing Guide is truly a one-stop shop for accessing the MSFC marketplace.

The MSFC Small Business Office staff is available to assist small businesses by offering suggestions on how the guide can best be utilized for marketing purposes. If interested in learning more about the MSFC marketplace, contact the MSFC Small Business Office today at (256) 544-0267. A dedicated staff stands ready to assist you in your marketing endeavors. Also visit the MSFC “Doing Business with MSFC” website at: <http://doingbusiness.msfc.nasa.gov>.

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1.0 MSFC at a Glance

Since its establishment in 1960, NASA's Marshall Space Flight Center has used its engineering and scientific expertise to build launch vehicles, spacecraft, and scientific instruments essential for the United States to explore, discover, and understand the universe. Marshall brings vital resources to NASA and the nation for solving the unique challenges of space exploration. Marshall's technical capabilities and engineering skills are essential to the nation's space exploration goal of sending humans beyond Earth and into deep space. Our unique expertise is in large-scale, complex space systems development with a core capability in propulsion. We advance space technologies, spark economic development, and inspire a new generation of explorers.

Our capabilities and experience are essential to nearly every facet of NASA's mission of exploration and discovery: traveling to and through space, living and working in space, and understanding our world and beyond. NASA relies on the unique skills and capabilities found at Marshall, developing and operating engines, vehicles, space systems and science payloads—to conduct unprecedented missions of science and discovery throughout our solar system.

SPACECRAFT AND LAUNCH VEHICLES

Marshall's capabilities support every stage of spacecraft and launch vehicle development from system design to flight and mission operations. Expert teams at Marshall have developed, tested, and evaluated materials, processes, designs, and systems for International Space Station (ISS) habitation modules, the Hubble and Chandra observatories, and the heavy-lift, human-rated Space Launch System (SLS). SLS, *the most powerful rocket ever built*, will enable crewed exploration missions beyond Earth's orbit to destinations across the solar system.

PROPULSION

Propulsion is the foundation for all space exploration, and Marshall has been a part of every major propulsion development in NASA's history. The center's expertise in traditional solid and liquid propulsion systems, as well as advanced systems such as solar sails and nuclear propulsion, enables a diverse array of spacecraft and missions for the future of exploration.

Marshall performs research; matures technologies; and develops, tests, and sustains propulsion systems for both Earth-to-orbit launch and in-space missions. We provide engineering expertise for all phases of space transportation, including boost, upper stage, and in-space applications. With our suite of propulsion systems capabilities, we are able to address the design, development, and integration of propulsion systems and components ranging from micro-thrusters to systems producing millions of pounds of force.

SPACE SYSTEMS

In addition to developing propulsion systems, Marshall develops large space structures and their supporting in-space systems, from the Lunar Roving Vehicle to ISS connecting modules, logistics, life support, and scientific research. Marshall's current space systems research includes in-situ resource utilization; radiation measurement, monitoring, and mitigation; spacecraft development, integration, testing, and operation; and instrument, large optics, and experiment development.

SCIENTIFIC RESEARCH

Marshall develops, tests, and manages scientific instruments, experiments, and spacecraft that gather vital information about Earth and space. Marshall's scientific research includes a broad array of Earth science, heliophysics, astrophysics, and planetary science investigations. These experiments include missions from the smallest nanosatellites and suborbital sounding rockets to the management of Chandra, one of NASA's Great Observatories. With Earth science projects such as SERVIR, Marshall leads the way in timely delivery of science data to those who need it most. Marshall's team of scientists and engineers provides the skill sets necessary for the success of NASA's missions and to expand human exploration deeper into the solar system than ever before.

ADVANCED MANUFACTURING

In-Space Manufacturing and Materials Research

Marshall is the agency lead for In-Space Manufacturing (ISM). NASA's ISM project develops the materials, processes, and manufacturing technologies needed to provide an on-demand manufacturing capability for deep space exploration missions. The ability to perform ISM provides a solution toward sustainable, flexible missions (both in-transit and on-surface) through on-demand fabrication, repair, and recycling capabilities for critical systems, habitats, and mission logistics and maintenance.

For-Space Advanced Manufacturing and Materials Research

Marshall's For-Space Manufacturing provides engineering solutions, manufacturing development, and full-scale hardware production of the most complex size and shape.

2.0 SMALL BUSINESS PROGRAM CONTACTS

2.1 NASA OFFICE OF SMALL BUSINESS PROGRAMS

CONTACT	TITLE	PHONE	E-MAIL
Robert Medina	Associate Administrator (acting)	202-358-2088	smallbusiness@nasa.gov
Richard Mann	Program Manager	202-358-2438	smallbusiness@nasa.gov
Robert Medina	Program Manager	202-358-4903	smallbusiness@nasa.gov
Charles Williams	Program Manager	202-358-2088	smallbusiness@nasa.gov
Ann Haase	Business Development Specialist	301-286-3443	smallbusiness@nasa.gov
Truphelia Parker	Program Specialist	202-358-1820	smallbusiness@nasa.gov
Naeemah Lee	Program Specialist	202-358-1367	smallbusiness@nasa.gov
Briana Goins	Program Specialist	202-358-3989	smallbusiness@nasa.gov

The NASA OSBP web site is found at <http://www.osbp.nasa.gov/>

2.2 NASA CENTER SMALL BUSINESS SPECIALISTS

NASA CENTER	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Ames Research Center	Christine Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
Armstrong Flight Research Center	Christine Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
Glenn Research Center	Eunice Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov

NASA CENTER	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Goddard Space Flight Center	Jennifer Perez Kandace Chappell Djaataa Onanuga	301-286-4379 301-286-8136 301-286-9083	Gsfc-smallbusiness@mail.nasa.gov
Information Technology Procurement Office	Robert Betts	757-864-6074	hq-itpo-smallbusiness@mail.nasa.gov
Johnson Space Center	Rob Watts Monica Craft Tumarrow Romain	281-244-5811 281-483-4134 281-244-2824	Jsc-smallbusiness@mail.nasa.gov
Kennedy Space Center	Joyce McDowell Natalie Colvin Laurie Boehm	321-867-3437 321-867-4773 321-867-7353	Ksc-smallbusiness@mail.nasa.gov
Langley Research Center	Robert Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
Marshall Space Flight Center	David Brock Chip Jones Esther Veras Cheryl Webb	256-544-0267 256-544-2701 256-544-8816 256-544-6263	Msfc-smallbusiness@mail.nasa.gov
NASA Office of JPL Management and Oversight	Lynn Torres	202-631-3094	Lynn.m.torres@nasa.gov
NASA Shared Services Center	Troy Miller	228-813-6558	Nssc-smallbusiness@mail.nasa.gov
Stennis Space Center	Kay Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov

2.3 MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	PHONE NO.:	E-MAIL ADDRESS
David Brock	Small Business Specialist	256-544-0267	david.e.brock@nasa.gov
Danielle Barnes	Small Business Specialist	256-544-1134	danielle.r.barnes@nasa.gov
Esther Veras	Seventh Sense Consulting, Contract Administrator	256-544-8816	esther.veras@nasa.gov
Cheryl Webb	Seventh Sense Consulting, Contract Administrator	256-544-6263	cheryl.l.webb@nasa.gov
Chip Jones	SB Technical Advisor	256-544-2701	chip.jones@nasa.gov
Jason Johnston	SBA Procurement Center Representative	205-749-0079	jason.johnston@sba.gov

The MSFC “Doing Business with MSFC” web site is found at the following link:
<https://doingbusiness.msfc.nasa.gov/>

The MSFC Small Business Office is located on the Redstone Arsenal in Huntsville, AL, 35812 Building 4260, Room 155. Our MSFC Small Business Office e-mail is: MSFC-SBO@mail.nasa.gov.

2.4 MSFC SMALL BUSINESS TECHNICAL COORDINATORS

2.4.1 INTRODUCTION

Coordinators are appointed by organizational management, concurred in by Center Director, and are strategically located within key organizations at MSFC. Coordinators work closely with the MSFC Small Business Office staff to promote the goals and objectives of the NASA Small Business Programs across all MSFC organizations.

2.4.2 DUTIES

Serve as a NASA/MSFC Small Business Program advocate by ensuring that Organizations are receptive to small business inquiries.
Assess where and what opportunities are likely to occur within MSFC Organizations and advise small business representatives accordingly.
As appropriate, participate along with SBS in the acquisition planning of new and follow-on requirements to ensure small businesses receive, to the maximum extent possible, opportunities to participate.
Schedule permitting; participate in selected local small business Matchmaker/Outreach events, and in-house joint counseling sessions.
Serve as advisors to the MSFC Small Business Executive Leadership Team and Marshall Prime Contractors Supplier Council.

2.4.3 COORDINATORS LIST

ORGANIZATION	COORDINATOR	PHONE NO.	E-MAIL ADDRESS
Advanced Concept	ED/04 Manuel (Manny) Diaz	256-544-3591	manuel.j.diaz@nasa.gov
Human Exploration Development & Operations Office	Vacant		
Materials & Processes Lab	EM30/Shane Carpenter	256-544-4674	shane.l.carpenter@nasa.gov
Michoud Assembly Facility	SF02/Eric Shoemaker	504-257-1258	eric.m.shoemaker@nasa.gov
Office of Center Operations	AS02/Melvin McKinstry	256-544-9595	melvin.d.mckinstry@nasa.gov
	AS02/Leah Fox (alternate)	256-544-0730	leah.m.fox@nasa.gov
Office of Human Capital	HS01/Larry Mack	256-544-2723	larry.k.mack@nasa.gov
Office of Strategic Analysis & Communications	CS80/Christopher Blair	256-425-2283	christopher.e.blair@nasa.gov
Office of the Chief Financial Officer	RS01/Karen Dugard Lawler	256-544-0037	karen.d.dugard@nasa.gov
Office of the Chief Information Officer	IS01/Marissa Wofford	256-544-7482	marisa.wofford@nasa.gov
Propulsion Systems Department	ER01/James Cannon	256-544-7072	james.l.cannon@nasa.gov

ORGANIZATION	COORDINATOR	PHONE NO.	E-MAIL ADDRESS
Safety & Mission Assurance Directorate	QD31/Leigh Gordon	256-544-5567	leigh.w.key@nasa.gov
Science and Technology Office	ST03/Chip Jones	256-544-2701	chip.jones@nasa.gov
Space Launch System Program Office	XP03/Kathy Harvey	256-544-2362	kathy.harvey@nasa.gov
Space Systems Department	ES01/David Reynolds	256-544-4579	david.reynolds@nasa.gov
Spacecraft & Vehicle Systems Department	EV/01 Scott Jackson	256-544-1304	scott.e.jackson@nasa.gov
Test Laboratory	RS30/Karen McTaggart	256-544-6499	karen.c.mctaggart@nasa.gov

2.5 TECHNOLOGY DEVELOPMENT AND TRANSFER CONTACTS AT MSFC

OFFICE	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Small Business Innovation Research (SBIR)/Small Business Technology (STTR) Programs	Haley Doude	240-849-0995	haley.r.doude@nasa.gov
Technology Transfer Lead	Sammy Nabors	256-544-5226	sammy.nabors@nasa.gov

2.6 NASA CENTER SMALL BUSINESS INNOVATION RESEARCH (SBIR)/SMALL BUSINESS TECHNOLOGY TRANSFER (STTR) MANAGERS

NASA CENTER	SBIR/STTR MANAGERS	PHONE NO.:	E-MAIL ADDRESS
Ames Research Center	Dr. Ryszard (Rich) Pisarski	650-604-0149	ryszard.l.pisarski@nasa.gov
Armstrong Flight Research Center	Gary Laier	661-276-2648	gary.e.laier@nasa.gov
Glenn Research Center	Brandon White	216-433-8314	brandon.l.white@nasa.gov
Goddard Space Flight Center	Joe Famiglietti	301-286-1833	joe.famiglietti-1@nasa.gov
Jet Propulsion Laboratory	Mark Davidson	818-354-1246	mark.h.davidson@jpl.nasa.gov
Johnson Space Center	Kathryn Packard	281-244-5378	kathryn.b.packard@nasa.gov
Kennedy Space Center	Michael Vinje	321-867-3874	michael.e.vinje@nasa.gov
Langley Research Center	Eileen Nelson	757-864-8015	eileen.s.nelson@nasa.gov
Marshall Space Flight Center	Dr. Haley Doude	240-849-0995	haley.r.doude@nasa.gov
Stennis Space Center	Marc Shoemaker	228-688-3220	mark.d.shoemaker@nasa.gov

2.7 TEAM REDSTONE SMALL BUSINESS PROGRAM CONTACTS

2.7.1 INTRODUCTION

In addition to MSFC, the Huntsville Government Marketplace also consists of several Army commands and the Federal Bureau of Investigation located on or near the Redstone Arsenal. Combined, annual Federal Government spending makes it one of the largest Federal Government buying centers in the United States. Small businesses interested in the MSFC marketplace are encouraged to visit each of these commands. Contacts at each location are contained in the table below.

2.7.2 CONTACTS

COMMAND	CONTACT	PHONE NO.:	E-MAIL ADDRESS
U.S. Army Materiel Command (AMC)	Thaddeus Martin (Director)	256-450-6590	usarmy.redstone.usamc.mbx.small-business@army.mil thaddeus.l.martin.civ@army.mil
Defense Logistics Agency (DLA)	Beth Lamothe	256-924-7903	elizabeth.lamothe@dla.mil
Federal Bureau of Investigation (FBI) Small Business Programs	Denise Kirkpatrick Vendor Engagement Team	202-407-2226	mdkirkpatrick@fbi.gov smallbusiness@FBI.gov industryoutreach@FBI.gov vendorenagementteam@fbi.gov
Army Contracting Command Office of Small Business Programs (ACC)	Beth A. Scherr (Director)	256-588-9447	Usarmy.redstone.acc.mbx.acc-sb@army.mil beth.a.scherr.civ@army.mil
Missile Defense Agency (MDA)	Tim Cole (Director)	256-450-7872	outreach@mda.mil
U.S. Army Aviation & Missile Command (AMCOM)	Christopher Evans (Director) Debra Wood (Asst. Director)	256-842-6234 256-876-0921	christopher.a.evans.civ@army.mil debra.r.wood2.civ@army.mil
U.S. Army Engineering & Support Center Corps of Engineers (USACE)	Nicole Boone Leander Young	256-895-1050 256-895-7416	SBO-HNC@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@army.mil austin.d.wall3.civ@army.mil

2.8 OTHER GOVERNMENT/NON-PROFIT ORGANIZATIONS

2.8.1 INTRODUCTION

Small businesses interested in seeking opportunities with other government agencies in Huntsville, and/or small business assistance from professional non-profit organizations are encouraged to reach out to the following contacts and/or visit their websites. Contacts for each organization are contained in the table below.

2.8.2 CONTACTS

ORGANIZATION	CONTACT	PHONE NO.:	E-MAIL ADDRESS	WEBSITE
Air Force Sustainment Center Small Business	Ronald Hobbs	801-777-4143	ronald.hobbs@us.af.mil	http://www.afsc.af.mil/units/sbo/
Alabama A&M Small Business Development Center	TBD			http://www.aamu.edu/academics/bpa/centersandprograms/pages/default.aspx
Alabama Institute for Deaf and Blind (AIDB)	Rick Hauan	256-274-0701	hauan.rick@aidb.org	https://www.aidb.org/
Association of Procurement Technical Assistant Centers	John Erdmann	615-268-6644	jerdmann@aptac-us.org	http://www.aptac-us.org/
The Catalyst Center for Business & Entrepreneurship (formerly WBCNA)	Lisa Davis Mays	256-428-8190	lisa.mays@catalystcenter.org	http://catalystcenter.org/
General Services Administration Federal Acquisition Services	Jan Zeigler	803-626-5244	jan.zeigler@gsa.gov	https://www.gsa.gov/about-us/organization/federal-acquisition-service
Huntsville Association of Small Businesses in Advanced Technologies	Allison Rhen	256-890-1855	allison.rhen@torchtechnologies.com	http://www.hasbat.org/
Huntsville/Madison County Chamber of Commerce	Ashley Engles-Ross	256-535-2043	Aengles-ross@hsvchamber.org	http://www.hsvchamber.org/
Jacksonville State University Small Business Development Center	Rickey Jones	601-979-1100	rickey.d.jones@jsums.edu	https://www.jsums.edu/sbdc/
Service Corps of Retired Executives (Score)	Dale Smith	347-871-6090	dale.smith@scorevolunteer.org	https://www.score.org/
Small Business Administration – Alabama District Office	Thomas Todt	205-290-7009	Thomas.todt@sba.gov	https://www.sba.gov/district/alabama
Tennessee Procurement Technical Assistance Center	Debbie Barber	615-532-8885	debbie.barber@tennesse.edu	www.cis.tennessee.edu
APEX Accelerator of Alabama at UAH	Marc Jacobson	256-834-6936	marc.jacobson@uah.edu	http://www.uah.edu/sbdc/ptac
University of Alabama Huntsville Small Business Development Center / Procurement Technical Assistance Center	Hilary Claybourne	256-824-6422	hilary.claybourne@uah.edu	http://www.uah.edu/sbdc
University of North Alabama Procurement Technical Assistance Center	Phillip Marks	256-765-4668	pomarks@una.edu	http://sbdc.una.edu/

ORGANIZATION	CONTACT	PHONE NO.:	E-MAIL ADDRESS	WEBSITE
University of Tennessee Procurement Technical Assistance Center	Paul Middlebrooks	423-634-0848	paul.middlebrooks@tennessee.edu	https://apex.cis.tennessee.edu
US Army Corps of Engineers (USACE)-Mobile District	Small Business Office	251-690-3597	SAMsmallbusiness@usace.army.mil	http://www.usace.army.mil/
US Department of Energy	Nicola Ohaegbu	202-802-0095	nicola.ohaegbu@hq.doe.gov	http://www.energy.gov/

3.0 MSFC PRIME CONTRACTORS

3.1 INTRODUCTION

The MSFC Prime Contractor List serves as an invaluable marketing resource to businesses interested in pursuing subcontracting opportunities with MSFC major small and large business prime contractors. Contractors identified on this list provide work in support of MSFC programs and projects. Maximizing utilization of the contacts at each prime contractor location can enhance a business' effectiveness in marketing for subcontracting opportunities at MSFC.

3.2 PRIME CONTRACTOR LIST

3.2.1 Accura Rosser 8(a) JV, LLC (SB, SDB, WOSB) Marshall Space Flight Center, AL

Contact:
Prashanthi Reddy preddy@accura.com 404-241-8722
ext. 6027

Contract:
NNM17AA04C: MSFC Facilities Engineering Design and Inspection Services (FEDIS)

3.2.2 Acuity Edge, Inc. (SDB, HUBZone) Broadway, North Carolina

Contact:
Joseph Holmes jholmes@acuityedge.com 919-200-4231

Contract:
80MSFC18C0040: Technology Commercialization and Licensing Support

3.2.3 Aerojet Rocketdyne, an L-3Harris Technologies Company
Canoga Park, CA

Contact:

Georgina (Gina) Gastelum	georgina.gastelum@l3harris.com	818-586-2361
Aileen Yates	aileen.yates@l3harris.com	561-882-5339

Contracts:

NNM16AA02C: Space Launch System (SLS) Engine RS-25
NNM16AA12C: SLS RL-10 Engine

3.2.4 Aeyon (formerly MTS)
Huntsville, AL

Contact:

Keith Hefner	keith.hefner@aeyon.us	256-890-9090
Meg Carstens Smith	mecarstens@aeyon.us	256-666-4384

Contract:

80MSFC21DA007: Consolidated Program Support Services (CPSS) Program Planning and Control (PP&C)

3.2.5 All Native Synergy (SDB, HUBZone)
Winnebago, NE

Contacts:

Gwen Lacy	glacy@allnativegroup.com	571-289-3883
Steven Anderson	sanderson@allnativegroup.com	703-682-8929

Contract:

80MSFC19D0024: Custodial and Refuse Collection Services

3.2.6 Amentum Services, Inc.
Marshall Space Flight Center, AL

Contacts:

Rochelle Lowe	rochelle.lowe@amentum.com	619-936-9543
Jerrilynne Huffman	jerrilynne.huffman@amentum.com	256-544-7994

Contract:

80MSFC17C0007: Facilities Operations and Maintenance Support Services

3.2.7 Arizona State University
Tempe, AZ

Contact: <https://cfo.asu.edu/do-business-asu>

Contract:
NNM16AA09C: Psyche Journey to Metal World

3.2.8 BAE Systems Inc., Space & Mission Systems Sector
Boulder, CO

Contact:
Poonam Richardet poonam.richardet@ballaerospace.com 303-378-3143

Contract:
NNM15AA18C: Imaging X-Ray Polarimetry Explorer (IXPE)
80MSFC21C0004: Solar Cruiser Phase B

3.2.9 Barrios Technology, LTD. (SB, WOSB)
Houston, TX

Contact:
Anita F. Renteria anita.renteria@barrios.com 281-280-1968
Bobby Watkins bobby.watkins@barrios.com 256-603-3353

Contract:
80MSFC21D0009: Consolidated Program Support Services (CPSS) Project Coordination (PC)

3.2.10 Bastion Technologies, Inc. (SB, SDB)
Marshall Space Flight Center, AL

Contacts:
Andrew (Andy) Hernandez ahernandez@bastiontechnologies.com 281-283-9343
Shawna Neumann sneumann@bastiontechnologies.com 281-283-9385

Contract:
80MSFC18C0005: Safety and Mission Assurance Support Services

3.2.11 Blue Origin LLC
Kent, WA

Contact:
Vanessa McKenzie vmckenzie@blueorigin.com 253-437-9300

Contract:
80MSFC023CA014: Human Landing System Sustaining Lunar Development

3.2.12 Booz Allen Hamilton
McLean, VA

Contact:
Ashley Burton burton_ashley@bah.com 281-792-2187

Contract:
80TECH22DA002: Cybersecurity and Privacy Enterprise Solutions and Services (CyPrESS)

3.2.13 CACI
Reston, VA

Contact: Wayne Pizer wayne.pizer@caci.com 703-434-4693

Contract:
80TECH24CA002: NASA Consolidated Applications and Platform Services (NCAPS)

3.2.14 CH2M Hill, Inc.
Greenwood Village, CO

Contact:
J.P. Martin j.p.martin@jacobs.com 334-215-9036

Contract:
80MSFC19D0021: Architect-Engineer(A&E) Services for Environmental and Occupational Health

3.2.15 Chenega Global Protection, LLC (SB, SDB)
San Antonio, TX

Contact:

Kirsten Lent

kirsten.lent@chenega.com

703-935-8647

Contract: Product Service Line (PSL) – Managed at Kennedy Space Center
80KSC022DA001: NASA Protective Services Contract - South Region

Task Orders:

-MSFC Protective Services Task Order, 80MSFC22FA028

-MAF Protective Services Task Order, 80MSFC22FA029

-MSFC Test Area Protective Services Task Order, 80MSFC22FA030

3.2.16 CSSA (Cepeda Systems & Software Analysis, Inc.)
Marshall Space Flight Center, AL

Contact:

Don Carver

don.carver@cepedasystems.com

256-428-8186

Contract:

80MSFC20A0002: Engineering Support for MSFC

3.2.17 Global Knowledge Solutions, LLC dba Techstreet, LLC
Ann Arbor, MI

Contact: Craig Wells

craig.wells@techstreet.com

910-363-7031

Contract:

80MSFC20C0042: NASA Technical Standards Services (NTSS)

3.2.18 InoMedic Health Applications, Inc. (SB, SDB, VOSB)
Marshall Space Flight Center, AL

Contact:

Cynthia Gross

cgross@ihamedical.com

757-722-7575

Contract:

80MSFC19D0022: Occupational Health Support Services

3.2.19 Jacobs Technology, Inc.
Marshall Space Flight Center, AL

Contact :

JoAnn Belt	joann.v.belt@nasa.gov	256-961-1769
Lauren Terry	lauren.terry@jacobs.com	720-286-5318

Contract:

80MSFC18C0011: Engineering Services and Science Capability Augmentation (ESSCA)

3.2.20 Johns Hopkins University, The Applied Physics Laboratory
Columbia, MD

Contact:

Lisa Righter	lisa.righter@jhuapl.edu	240-592-4185
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Contract:

80MSFC20D0004: Aerospace Research, Development and Engineering Support (ARDES) II

3.2.21 L&M Technologies, Inc. (SB, WOSB)
Huntsville, AL

Contact:

Jim Spanier	james.r.spanier@nasa.gov	256-544-8073
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Contract:

80MSFC18A0001: Marshall Logistics Support Services

3.2.22 Leidos
Huntsville, AL

Contacts:

Nathan Apodaca	nathan.m.apodaca@leidos.com	256-961-3301
Lori Crump	sbcomp@leidos.com	571-521-3920

Contract: (Agency wide PSL managed out of NASA Information Technology Procurement Office)

80NSSC19D0001: NASA End-user Services & Technologies

80TECH21DA02: Advanced Enterprise Global Information Technology Solutions (AEGIS)

3.2.27 NASA Solutions for Enterprise-Wide Procurement (SEWP) V

Contract Number: NNG (varies per contract, see [Contract Holders](https://www.sewp.nasa.gov/contract_info.shtml) list at https://www.sewp.nasa.gov/contract_info.shtml)
Helpline: (301) 286-1478

3.2.28 NexTech LinTech LLC (SB, 8(a))
Southfield, MI

Contact: Michael Lin mlin@litechglobal.com 248-553-8033

Contract: 80MSFC24DA002: Center Operations Building Automation (COBA)

3.2.29 Northrop Grumman Corporation | Northrop Grumman Space Sector (Formerly: Orbital ATK Aerospace Systems)
Promontory, UT

Contact:
Jenifer Scoffield jenifer.scoffield@ngc.com 435-863-2017

Contracts:
NNM07AA75C: SLS Booster Element
80MSFC20D0008: Booster Element Contract
80MSFC21C0010: Mars Ascent Propulsion System

3.2.30 Rothe Ares JV, LLC (ROAR JV)

Contact:
Eduardo Guerrero eguerrero@rothe-enterprises.com 210-648-3131 ext. 2026

Contract:
80TECH23DA001: Enterprise Multimedia and Integrated Technical Services (eMITS)

3.2.31 RSI-Quantitech JV LLC (SB, 8(a), SDB, SDVOSB)
Huntsville, AL

Contact: Niko Connell niko@team-rsi.com 256-305-2810

Contract:
80MSFC23A004: Marshall Engineering Technician & Trade Support Services

3.2.32 Seventh Sense Consulting, LLC (SB, SDB, SDVOSB)
Marshall Space Flight Center, AL

Contact:

William Alderson aldersonw@seventhsenseconsulting.com 202-740-8637

Contract:

80NSSC19D00002: Agency-Wide Acquisition Support Services (AWASS)
80MSFC20F0073: Marshall Acquisition Support Services (MASS)

3.2.33 Smithsonian Astrophysical Observatory
Cambridge, MA

Contact :

Joseph Lendall jlendall@cfa.harvard.edu 617-495-7401

Contracts:

NAS8-03060: Operations & Science Support of the Chandra Science Center
NNM07AB07C: HINODE Solar B Telescope

3.2.34 Southern Research Institute
Birmingham, AL

Contact:

Mike Fink michael.fink@kratosdefense.com 858-812-7304

Contract:

80MSFC20D0003: Testing & Analysis of Propulsion System Materials

3.2.35 Southwest Research Institute
San Antonio, TX

Contact:

Leopoldo Cardenas leopoldo.cardenas@swri.org 210-522-6753

Contracts:

NNM06AA75C: JUNO Mission Phase B
NASW-02008: New Horizon—Pluto Mission Phase B
NNM13AA38C: JUICE Ultraviolet Spectrograph
80MSFC20C0024: Lunar Magnetotelluric Sounder (LMS)
NNM16AA08C: Lucy
NNM09AA24C: STROFIO – Phase B

3.2.36 Space Exploration Technologies Corporation (SPACE X)
Hawthorne, CA

Contact:

Christopher Rad	christopher.rad@spacex.com	310-682-4214
Attila Ruell Vitez	attila.ruellvitez@spacex.com	310-682-9202

Contracts:

80MSFC20C0034: Human Landing System
80MSFC21CA002: On-Orbit Large-Scale Cryogenic Propellant Management and Transfer
Demonstration

3.2.37 Teledyne Brown Engineering, Inc.
Huntsville, AL

Contact:

Debbie Batson	debbie.batson@teledyne.com	256-726-1393
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Contracts:

80MSFC22CA016: Marshall Operation Systems, Services, and Integration
NNM13AA35C: Engineered Solutions & Prototyping (SLS Launch Vehicle Stage Adapter
Task Order)

3.2.38 The Boeing Company
Huntsville, AL

Contact:

Taylor Beitler	taylor.beitler@boeing.com	256-210-6362
Brad Bruce	bradley.p.bruce@boeing.com	256-541-1196

Contracts:

NNM07AB03C: SLS Stages
NNM12AA82C: SLS Interim Cryogenic Propulsion Stage
80MSFC20C0005: Stages Production and Evolution Contract

4.0 MSFC REPETITIVE REQUIREMENTS

4.1 INTRODUCTION

The MSFC repetitive requirements list contains a list of recurring requirements. Information contained herein can be utilized to assist businesses interested in tracking upcoming acquisitions and can serve as an invaluable resource to businesses pursuing procurement opportunities at MSFC. Requirements appearing on this list are listed chronologically by period of performance (POP) expiration date.

4.2 REPETITIVE REQUIREMENTS LIST

Note: NAICS codes listed for each requirement were utilized in previous competitions and are subject to change from competition to competition. Likewise, competitions may also change based on results of market research.

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTEN. VALUE	PREVIOUS COMP.
*07/11/2024	Acuity Edge	80MSFC18C0040	Technology Commercialization and Licensing Support	541990	\$2M	HUBZone SB Sole Source
02/29/2024	CeleraPro LLC	80MSFC21DA004	Center Administrative Services	541611	\$20M	HUBZone SB set-aside
03/25/2024	Multiple	Multiple	MSFC Minor Construction Indefinite Delivery Contracts	236220	\$20M (not to exceed)	SB Set Aside
3/31/2024	LinTech Global Inc.	80MSFC20D0007	Center Operations and Building Automation (COBA)	541513	\$9M	GSA 8(a) Stars competition
03/31/2024	Accura Rosser 8(a) JV, LLC	NNM17AA04C	Facilities Engineering Design & Inspection Services	541330	\$56M	8 (a) Competition
07/11/2024	Acuity Edge	80MSFC18C0040	Technology Commercialization and Licensing Support	541990	\$2M	HUBZone SB sole source
08/22/2024	All Native Synergy	80MSFC19D0024	Custodial and Refuse Collection Services	561720	\$24M	8(a) Sole Source
*08/31/2024	L&M Technologies	80MSFC18A0001	Logistics Services	561210	\$98M	GSA Logworld SB set-aside

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTEN. VALUE	PREVIOUS COMP.
09/30/2024	InoMedic Health Applications, Inc.	80MSFC19D0022	Occupational Health Services	561210	\$14M	SB Set-Aside
01/31/2025	Cepeda Systems & Software Analysis, Inc. – wholly owned subsidiary	80MSFC20A0002	Engineering Support for (MSFC) Engineering Directorate's Space Systems Depart. And Other MSFC Departments, Directorates and Offices (ESMSFC)	541330	\$24M	GSA HUBZone SB set-aside
05/14/2025	4M Research	80MSFC22F0109	Software Independent Validation and Verification	541330	\$7M	GSA WOSB set-aside
06/30/2025	Victory Solutions	NNM13AA66T	Configuration Management & Data Management	541712	\$102M	GSA SB Reserve
06/30/2025	Amentum	80MSFC17C0007	Facility Operations Maintenance Support Services	561210	\$450M	Full & Open
09/30/2025	Media Fusion	80MSFC21D0011	Strategic Research and Analysis, Communication, and Exhibit Services	541715	\$70M	SB set-aside
10/31/2025	Bastion Technology	80MSFC18C0005	Safety & Mission Assurance Services	541712	\$365M	SB set-aside
11/30/2025	Jacobs	80MSFC18C0011	Engineering Services and Science Capability Augmentation	541712	\$2B	Full & Open
08/15/2026	Global Knowledge Solutions, LLC	80MSFC21CA020	NASA Technical Standards	518210	\$5M	Full & Open
08/31/2026	Aeyon (formerly MTS)	80MSFC21DA007	Consolidated Program Support Services Program Planning and Control	541715	\$530M	SB set-aside
09/30/2026	Chenega Global Protection	80MSFC22FA028 80MSFC22FA029 80MSFC22FA030	Protective Services at MSFC, MSFC Test Stands, and Michoud Assembly Facility	561612	\$44M	8(a) Competition
11/30/2026	Optical Sciences	80MSFC22DA006	Specialized Data Analysis	541715	\$6M	SB set-aside
02/28/2027	MM Technologies, LLC	80MSFC23DA003	NASA Financial Support Services	541229	\$517M	SB set-aside

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTEN. VALUE	PREVIOUS COMP.
12/31/2027	RSI-Quantitech JV LLC	80MSFC23CA004	Marshall Engineering Technician & Trade Support	541715	\$295M	8(a) competition
4/15/2029	Barrios Technology Ltd.	80MSFC21D0009	Consolidated Program Support Service Project Coordination	541715	\$250M	WOSB set-aside
06/30/2031	Teledyne Brown Engineering	80MSFC22CA016	Marshall Operation Systems, Services, and Integration	541715	\$596M	Full & Open

*In competition

4.3. PRODUCT SERVICE LINES

NASA is utilizing Product Service Lines as a part of its enterprise approach way of doing business. This service delivery model will use contracts that are either:

1. Centralized/Agency-wide: procured for the entire agency.
2. Regionalized: procured for the region's Centers.
3. Localized: procurement to remain at each Center.

See table below for each Center's procurements and the category each one fits.

Product Service Line	Centralized / Regionalized/ or Localized	Center/s
A&E Services	Regionalized	Armstrong Flight Research Center, Glen Research Center, Kennedy Space Center
Construction	Regionalized	Armstrong Flight Research Center, Glen Research Center, Stennis Space Center
Aircraft O&M	Regionalized	Armstrong Flight Research Center, Johnson Space Center
Administrative Services	Regionalized	Armstrong Flight Research Center, Goddard Space Flight Center, Langley Research Center, Stennis Space Center
Acquisition Support Services	Centralized	NASA Shared Services Center
Communication Services	Centralized	Kennedy Space Center
Custodial Services	Centralized	Glen Research Center
Engineering	Localized	All Centers
Environmental Compliance	Localized	All Centers
Environmental Remediation	Centralized	Kennedy Space Center
Facilities O&M	Localized	All Centers
Financial Support Services	Regionalized	Goddard Space Flight Center, Marshall Space Flight Center
Fire Services	Centralized	Kennedy Space Center
Grounds Maintenance	Centralized	Langley Research Center
Human Capital	Centralized	NASA Shared Services Center
IT Services	Centralized	Goddard Space Flight Center Information Technology Procurement Office
Logistics	Centralized	Marshall Space Flight Center

Product Service Line	Centralized / Regionalized/ or Localized	Center/s
Occupational Health	Centralized	Johnson Space Center
ODEO / EEO	Centralized	NASA Shared Services Center
OSTEM	Centralized	NASA Shared Services Center
PP&C	Regionalized	Goddard Space Flight Center, Marshall Space Flight Center
Propellants	Centralized	Kennedy Space Center
Protective Services	Regionalized	Goddard Space Flight Center, Kennedy Space Center
Safety & Mission Assurance	Localized	All Centers
Tech Transfer*	Centralized / Localized	Marshall Space Flight Center / All Centers
Utilities	Localized	All Centers

*Consolidated Agency Technology Transfer Services (CATTSS) contract will replace the current Technology Transfer Services Agency Contract expiring July 2023. Participating centers include HQ, MSFC, SSC with other Centers having the option to join later.

If you are interested in these procurements, please refer to table 2.2 for the NASA Center Small Business Specialist's contact information.

5.0 FREEDOM OF INFORMATION ACT (FOIA)

5.1 INTRODUCTION

The Freedom of Information Act (FOIA) was enacted in 1966, Title 5 U.S.C. Section 552, and established for the first time an effective statutory right of access to government information.

5.2 TYPES OF CONTRACTING DOCUMENTS AVAILABLE UNDER FOIA

- Previous requests for information
- Source selection statements
- Statements of Work/Performance Work Statements
- Basic contracts and modifications to contracts
- Award fee and determination letters (if applicable)

5.3 DOCUMENTS EXEMPT FROM RELEASE

- Winning proposals
- Proprietary information
- 533 financial documents

5.4 HOW TO REQUEST INFORMATION

Request must be in writing
(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

6.0 TOP NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODES UTILIZED AT MSFC

North American Industry Classification System (NAICS) codes and corresponding size standards are assigned for each item or service acquired by the Federal Government for the purpose of establishing competition parameters when setting aside acquisitions for small business participation, and for determining business classifications for all business types competing in full and open competitions. The table below contains a list of the top NAICS codes utilized at MSFC.

CODE	TITLE	STANDARD
236220	Commercial and Institutional Building Construction	\$ 39.5 M
541330	Engineering Services	Multiple options
541715	Research & Development in the Physical, Engineering, and Life Sciences	1250 Employees
561210	Facility Support Services	\$ 41.5 M
561612	Security Guards and Patrol Services	\$ 22.0M
561720	Janitorial Services	\$ 19.5 M
561730	Landscaping Services	\$ 8.0 M
541513	Computer Facilities Management Services	\$ 30.0M
541611	Administrative Management and General Management Consulting Services	\$ 16.5M
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	1,250 Employees
336414	Guided Missile and Space Vehicle Manufacturing	1,250 Employees

Top 20 FY22 NASA NAICS Codes

NAICS	Description	Total Dollars
541710 541712 541715	R&D and Development in the Physical, Engineering, and Life Sciences - Except Biotechnology - Except Nanotechnology and Biotechnology	\$9,813,964,104
336414	Guided Missile and Space Vehicle Manufacturing	\$2,968,605,992
481212	Nonscheduled Chartered Freight Air Transportation	\$1,315,562,518
541330	Engineering Services	\$927,936,728
561210	Facilities Support Services	\$660,102,006
541512	Computer Systems Design Services	\$651,272,118
336415	Guided Missile & Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$458,232,193
541611	Administrative Management and General Management Consulting Services	\$237,883,842
517919	All Other Telecommunications	\$224,038,263
541519	Other Computer Related Services	\$205,030,660
236210	Industrial Building Construction	\$182,438,190
336419	Other Guided Missile and Space Vehicle Parts & Auxiliary Equipment Manufacturing	\$174,673,186
333314	Optical Instrument and Lens Manufacturing	\$169,514,110
561110	Office Administrative Services	\$158,031,468
541513	Computer Facilities Management Services	\$138,600,264
236220	Commercial and Institutional Building Construction	\$137,340,003
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System & Instrument Manufacturing	\$131,795,860
561612	Security Guards and Patrol Services	\$124,383,152
541713	Research and Development in Nanotechnology	\$115,928,660
488190	Other Support Activities for Air Transportation	\$115,575,910
	TOTAL:	\$18,910,954,226

7.0 ACQUISITION SEARCH TOOLS

7.1 ACQUISITION PLANNING TOOL

For businesses interested in learning more about MSFC acquisitions, the Acquisition Planning Tool (APT) is a marketing resource that can help. The information contained therein can save businesses valuable marketing time when pursuing specific requirements at MSFC. Knowing when acquisitions will be competed, the type competition to be utilized, etc. can be extremely beneficial. Strategic planning is a critical key to success for any business, and the APT is a tool that can provide valuable information to businesses pursuing upcoming acquisitions at MSFC. The APT portal is found at the following link:

<https://doingbusiness.msfc.nasa.gov/apt/external>

7.2 ACQUISITION FORECAST TOOL

The Acquisition Forecast Tool (AFT) is available at the MSFC “Doing Business at MSFC” web site. Businesses interested in learning about upcoming acquisitions at each NASA Center can utilize this navigation tool to access forecasted acquisitions Agency wide or by Center. The new AFT portal can be accessed directly at the following link:

<http://www.hq.nasa.gov/office/procurement/forecast/>

7.3 NASA OFFICE OF SMALL BUSINESS (OSBP) MOBILE APPLICATION

The OSBP Mobile app is designed to help provide active contract listings and requests for proposals, network with Small Business Specialists at each NASA location, explore the latest agency prime metrics data and inform you of the latest small business news and events. The OSBP app supports all devices running iOS 9 and above (iPhones, iPads, and iPod Touches).

This app is available for download at the iTunes App Store:

<https://itunes.apple.com/us/app/nasa-office-small-business/id1147705250?mt=8>

8.0 VENDOR REGISTRATION

8.1 NASA VENDOR DATABASE

The NASA vendor data base was created to track all vendors interested in doing business with NASA.

To register, go to the following web site: <https://www.nasa.gov/osbp/nasa-vendor-database>

8.2 MSFC SMALL BUSINESS WEB-BASED DIRECTORY

8.2.1 BACKGROUND

The MSFC web-based directories contain profiles on small businesses having an interest in the MSFC marketplace. **Information** contained therein is utilized to perform market research, for developing source lists, etc. Small businesses interested in having their capabilities listed should click on the following link and complete the online application: <https://doingbusiness.msfc.nasa.gov/sbd/search>

9.0 NASA MENTOR PROTÉGÉ PROGRAM

9.1 INTRODUCTION

The NASA Mentor-Protégé Program encourages NASA prime contractors to assist eligible protégés, thereby enhancing the protégés’ capabilities to perform NASA contracts and subcontracts, fostering the establishment of long-term business relationships between these entities and NASA prime contractors, and increasing the overall number of these entities that receive NASA contract and subcontract awards.

9.2 NASA APPROVED MENTORS

Mentor Name	Mentor POC	Phone No.	E-mail Address
a.i. Solutions, Inc.	B. Steve Owens	321-867-0670	steve.owens@ai-solutions.com
AECOM	Shawn Ralston	703-559-1338	shawn.ralston@aecom.com
Amentum Services, Inc.	Rochelle Lowe	619-936-9543	rochelle.lowe@amentum.com
Bastion Technologies, Inc.	Kim Whitson	256-585-5150	kwhitson@bastiontechnologies.com
Bechtel National, Inc.	Lisa Tribuce-Leoung Tat	703-429-6261	ljtribuc@bechtel.com
Blue Origin	Vanessa McKenzie	253-437-9300 ext. 19187	vmckenzie@blueorigin.com
Booz Allen Hamilton	Yuri Cruz	703-902-5000	cruz_yuri@bah.com
CACI, Inc.	Wayne Pizer	703-434-4693	wayne.pizer@caci.com
CH2M Hill, Inc.	Lauren Terry	720-286-5318	lauren.terry@jacobs.com
COLSA Corporation	Tim Magnusson	256-964-5276	tmagnusson@colsa.com
Deloitte & Touche, LLP	Victoria Vo	703-585-3946	vicvo@deloitte.com
General Dynamics Information Technology, Inc. [GDIT]	Mike O'Hara	202-744-9831	michael.ohara1@gdit.com
Honeywell International, Inc. (Aerospace-Glendale)	Cruz Andino Vargas	787-658-2289	cruz.andino@honeywell.com
Jacobs Technology, Inc	JoAnn Belt	256-961-1769	joann.v.belt@nasa.gov
Jones Edmunds & Associates, Inc.	Douglas Toth, PhD., PE	352-258-8816	dtoth@jonesedmunds.com
L3Harris Technologies	Maureen Bryant	321-729-7977	maureen.bryant@L3Harris.com
Lockheed Martin	Orysia Buchan	315-456-3018	orysia.d.buchan@lmco.com
Northrop Grumman	Jenifer Scoffield	435-863-2017	jenifer.scoffield@ngc.com
Peraton, Inc.	Ronald Penick Lynn Livengood	540-200-1043 703-782-2523	ronald.penick@peraton.com lynn.livengood@peraton.com
Raytheon Company	Crystal King	571-250-3725	crystal_l_king@raytheon.com
REI Systems	Kevin M. White	703-574-9502	kwhite@reisystems.com
Science Applications International Corporation (SAIC)	Rita Brooks	571-203-6832	marguerite.brooks@saic.com
Southwest Research Institute	Gregory Fletcher Leo Cardenas	210-522-6269 210-522-6753	gregory.fletcher@swri.org leopoldo.cardenas@swri.org
Teledyne Brown Engineering, Inc.	Debbie Batson	256-726-1393	debbie.batson@teledyne.com
The Boeing Company	Christina Washington Tina Wang	703-872-4845	christina.m.washington@boeing.com tina.t.wang@boeing.com

Mentor Name	Mentor POC	Phone No.	E-mail Address
Wyle Laboratories, Inc. d/b/a/ KBRWyle	Gracie Orr Jaime Downs Applebe	832-205-6982 281-853-5027	gracie.orr@us.kbr.com jamie.downs@us.kbr.com

9.3 MSFC PAST AND CURRENT MENTOR PROTÉGÉ AGREEMENTS AS OF JAN. 1, 2008

MENTOR	PROTÉGÉ	PROTÉGÉ CLASSIFICATION	CONTRACT	AGREEMENT LENGTH
Aerojet Rocketdyne	ICO RALLY	HUBZone, WOSB	NNM16AA02C	36 Months
ATK Aerospace	Florida A&M	HBCU	NNM07AA75C	9 Months
ATK Aerospace	Lansmont Corporation	SDVO SB	NNM07AA75C	18 Months
CH2M	Alcyon, Inc.	SDB	NNM12AA05C	4.5 Months
CH2M / Jacobs	KS Ware	WOSB	80MSFC19D0021	36 Months
Jacobs	CRM Solutions, Inc.	HUBZone, WOSB	NNM12AA41C	24 Months
Jacobs	JBS Solutions	SDB, WOSB, HUBZone	80MSFC18C0011	24 Months
Jacobs	Linc Research, Inc.	HUBZone	NNM12AA41C	24 Months
Jacobs	Tuskegee University	HBCU	NNM05AA50C	36 Months
Jacobs / CH2M	K. S. Ware & Associates	WOSB	80MSFC19D0021	36 Months
Jacobs	CODEplus, Inc.	SDB & WOSB	80MSFC18C0011	24 Months
Pratt & Whitney Rocketdyne	Alabama A&M	HBCU	NNM06AB13C	24 Months
Pratt & Whitney Rocketdyne	Avans Machine	HUBZone	NNM06AB13C	24 Months
SAIC	Oakwood University	HBCU	NNM04AA02C	36 Months
Teledyne Brown Engineering	Alabama State University	HBCU	NNM12AA29C	12 Months
Teledyne Brown Engineering	MartinFederal Consulting	SDVO SB	NNM13AA29C	12 Months
Teledyne Brown Engineering	University of Nevada Las Vegas	MSI	NNM12AA29C	12 Months
The Boeing Co.	AMRO Fabricating Corp.	WOSB	NNM07AB03C	36 Months
The Boeing Co.	Orion Propulsion	SBIR Phase II	Ares Production	18 Months
The Boeing Co.	Southern University and A&M College	HBCU/MI	NNM07AB03C	24 Months
URS Federal Services, Inc., An AECOM Company	Seabrook Solutions, LLC	Native American, EDWOSB	NNM08AA54C	25 Months

10.0 MARSHALL PRIME CONTRACTORS' SUPPLIER COUNCIL (MPCSC)

10.1 INTRODUCTION

The MPCSC was established in January 2003. The council is comprised of more than one hundred fifty members representing approximately sixty-one large businesses/nonprofit entities. The Council meets on a bi-monthly basis and conducts one three-day off-site meetings each fiscal year.

10.2 VISION AND MISSION STATEMENTS

MPCSC Vision Statement:

The MPCSC supports the objectives of the National Aeronautics & Space Administration (NASA) Office of Small Business Programs by creating an environment that promotes best practices among MSFC prime contractors, ultimately strengthening the industrial base, promoting diversity and enhancing aerospace research and development.

MPCSC Mission Statement:

The MPCSC's mission is to strengthen supplier diversity across all NASA prime contracts with maximum subcontracting opportunities. The council shares lessons learned, best practices and supplier resources among all council members through regularly scheduled meetings and participation at networking and outreach events.

10.3 MPCSC OFFICERS

Chair	Jenifer Scoffield – Northrop Grumman
Vice Chair	Nick Dugan – Lockheed Martin
Secretary	Jerrilynn Huffman – Amentum
Events Coordinator	Debbie Batson – Teledyne Brown Engineering

10.4 COUNCIL MEMBERS

MEMBER COMPANY	CONTACT	E-MAIL ADDRESS
Accenture	Brian Ross	brian.a.ross@afs.com
Accenture	Rhonda Range Lockhart	r.e.range.lockhart@afs.com
Accenture	Jill Kenney	jill.kenney@afs.com
Accenture	Ellisa Wright	ellisa.wright@afs.com
Amentum	Jerrilynn Huffman	jerrilynn.g.huffman@nasa.gov
Amentum	Rochelle Lowe	rochelle.lowe@amentum.com
Amentum	Chalaun Allen	chalaun.t.allen@nasa.gov
Aerojet Rocketdyne	Aileen Yates	aileen.yates@l3harris.com
Aerojet Rocketdyne	Gina Gastelum	georgina.gastelum@l3harris.com
Aerojet Rocketdyne	Charity Hudson	charity.hudson@l3harris.com

MEMBER COMPANY	CONTACT	E-MAIL ADDRESS
Auburn Univ. Huntsville Research Center	Rodney Robertson	rlrobert@auburn.edu
Auburn Univ. Huntsville Research Center	Vicki Kretzschmar	vrk0002@auburn.edu
Axient Corp.	Jon Sharpe	jon.sharpe@axientcorp.com
Axient Corp.	Teresa Roberson	teresa.roberson@axient.com
BAE Systems Inc., Space & Mission Systems Sector	Poonam Richardet	poonam.richardet@ballaerospace.com
Barge Design Solutions	Scott Degaro	scott.degaro@bargedesign.com
Barge Design Solutions	David Wallace	david.wallace@bargedesign.com
Barge Design Solutions	Chris Brown	chris.brown@bargedesign.com
Bechtel Corp.	Willie Franklin	wtfrankl@bechtel.com
Bechtel Corp.	Laura Price	ljprice@bechtel.com
Blue Origin	Vanessa McKenzie	vmckenzie@blueorigin.com
Blue Origin	Maya Fernandez	mfernandez2@blueorigin.com
Blue Origin	Tiffany Dunderman	tdunderman@blueorigin.com
Blue Origin	Dontae Carter	dcarter2@blueorigin.com
Booz Allen Hamilton Inc.	Yuri Cruz	cruz_yuri@bah.com
Booz Allen Hamilton Inc.	Lanny Phu	phu_lanny@bah.com
Cal Tech / Jet Prop Lab	Charles Bray, Jr.	charles.e.bray@jpl.nasa.gov
CDW-G	Randy Harris	randy.harris@cdwg.com
CDW-G	Sheryl McCurnin	smccurnin@cdwg.com
CGI Federal	Tyler Brooks-Craft	tyler.brooks-craft@cgifederal.com
CGI Federal	Mike Pullen	mike.pullen@cgifederal.com
COLSA Corporation	Byron Butler	bbutler@colsa.com
COLSA Corporation	Cindy Kurt	ckurt@colsa.com
COLSA Corporation	Tim Magnusson	tmagnusson@colsa.com
COLSA Corporation	Robert Harris	rsharris@colsa.com
COLSA Corporation	Ashley Dauge	adaugette@colsa.com
COLSA Corporation	Margaux Shamblin	mshamblin@colsa.com
COLSA Corporation	Ted Henrich	thenrich@colsa.com
Deloitte & Touche, LLP	Keith Pfromer	kpfromer@deloitte.com
Deloitte & Touche, LLP	Victoria Vo	vicvo@deloitte.com
Deloitte & Touche, LLP	Rebecca A Thompson	rethompson@deloitte.com
Draper Labs	David Petricone	dpetricone@draper.com
Draper Labs	Linda Connell	lconnell@draper.com
Draper Labs	Shakira Outlaw	soutlaw@draper.com
ERC Inc.	Clyde Wikle	cwikle@erc.us
Hargrove	Juli Maniscalco	jmaniscalco@hargrove-epc.com
Hargrove	Zach Martin	zmartin@hargrove-epc.com
Hill Technical Solutions	Donald Monell	donald.monell@hilltechnicalsolutions.com
Honeywell	Cruz Andino Vargas	cruz.andino@honeywell.com
Honeywell	Kevin Margeson	kevin.margeson@honeywell.com
Honeywell	David Bunn	david.bunn@honeywell.com
Honeywell	Howard Kellner	howard.kellner2@honeywell.com
Jacobs	J.P. Martin	j.p.martin@jacobs.com
Jacobs	JoAnn Belt	joann.v.belt@nasa.gov
Jacobs	Jason Glasgow	jason.glasgow@jacobs.com

MEMBER COMPANY	CONTACT	E-MAIL ADDRESS
Johns Hopkins Univ / Applied Physics Lab	Kimberly Nottage	kimberly.nottage@jhuapl.edu
Johns Hopkins Univ / Applied Physics Lab	Orlando Stevenson	orlando.stevenson@jhuapl.edu
Johns Hopkins/Applied Physics Lab	Lisa Righter	lisa.righter@jhuapl.edu
KBRWyle	Bill Frink	bill.frink@wyle.com
KBRWyle	Helen Lawley	helen.lawley@wyle.com
KBRWyle	Jim Kukla	james.kukla@wyle.com
KBRWyle	Gracie Orr	gracie.orr@us.kbr.com
KBRWyle	Donna Brown	donna.brown@kordtechnologies.com
KBRWyle	Tim Smith	timothy.smith@kordtechnologies.com
KBRWyle	Adriana Apolito-Bevis	adriana.apolito-bevis@us.kbr.com
KBRWyle	Cynthia Morgan	cynthia.morgan@us.kbr.com
Kratos	Cole Kupec	cole.kupec@kratosdefense.com
Kratos	Sonja Roberts	sonja.Roberts@kratosdefense.com
Kratos	Brian McCann	brian.mccann@kratosdefense.com
Kratos / SRE	Natalia Tucholska	natalia.tucholska@kratosdefense.com
Kratos / SRE	Bhavesh Patel	bhavesh.patel@kratosdefense.com
Kratos / SRE	Jennifer (Jen) Cowsar	jennifer.cowsar@kratosdefense.com
L3 Harris	Thosie Varga	thosie.varga@l3harris.com
L3 Harris	April Fisher	april.fisher@l3harris.com
L3 Harris	Tiffany Williamson	tiffany.williamson@l3harris.com
L3 Harris	Maureen Bryant	maureen.bryant@l3harris.com
L3 Harris	Jonathan Scott	jonathan.scott@l3harris.com
L3 Harris	Charity Hudson	charity.hudson@l3harris.com
Leidos	Denise Perkins	denise.perkins@leidos.com
Leidos	Jared Ross	jared.d.ross-2@leidos.com
Leidos	Nate Apodaca	nathan.m.apodaca@leidos.com
Leidos	Mark Pickett	mark.h.pickett@leidos.com
Leidos	Lee Jankowski	stephen.l.jankowski@leidos.com
Leidos	Ben Hair	benjamin.d.hair@leidos.com
LMI	Dan Harris	dan.harris1977@outlook.com
LMI	C. James Head	thead@lmi.org
Lockheed Martin	Nick Dugan	nick.dugan@lmco.com
Lockheed Martin	Patty Pierson	patricia.a.pierson@lmco.com
Lockheed Martin	Terry Abel	terry.abel@lmco.com
Lockheed Martin	Melinda McCord	melinda.mccord@lmco.com
Lockheed Martin	Tracy Lamm	tracy.l.lamm@lmco.com
Maxar Technologies	Kimberly Regensberg	kimberly.regensberg@maxar.com
Maxar Technologies	Jennifer Santoro	jennifer.Santoro@maxar.com
Mesa Associates, Inc.	Jennifer Moore	jmoore@mesainc.com
Moog, Inc.	Mary Occhipinti	mocchipinti@moog.com
Moog, Inc.	Lauri Wierzbicki	lwierzbicki@moog.com
Moog, Inc.	Jeremy Fehrenbacher	jfehrenbacher@moog.com
Moog, Inc.	Chantal Benton	cbenton@moog.com
Moog, Inc.	Chantal Benton	cbenton@moog.com

MEMBER COMPANY	CONTACT	E-MAIL ADDRESS
MTSI (Modern Technology)	Don Marinello	don.marinello@mtsi-va.com
MTSI (Modern Technology)	Tim King	tim.king@mtsi-va.com
MTSI (Modern Technology)	David Weese	david.weese@mtsi-va.com
Northrop Grumman Aeronautics Systems	Vicky Harper-Hall	vicky.harper-hall@ngc.com
Northrop Grumman Space System	Jenifer Scoffield	jenifer.scoffield@ngc.com
Northrop Grumman	Diane Sterling	diane.sterling@ngc.com
Northrop Grumman	Kristen Collins	kristen.collins@ngc.com
PAE	Carl Vasilko	carl.vasilko@pae.com
Parsons	Gwen Johnson	gwen.johnson@parsons.com
Parsons	Richard Waterman	richard.waterman@parsons.com
Peraton	Ronald Penick	ronald.penick@peraton.com
Peraton	Lynn Livengood	lynn.livengood@peraton.com
Raytheon	Andrew Volpendesta	avolpendesta@yahoo.com
Raytheon	Jerrol Sullivan	jerrol.sullivan@rtx.com
SAIC Inc.	Jonathan McCallister	Jonathan.N.Mccallister@saic.com
SAIC, Inc.	Rita Brooks	rita.brooks@saic.com
Sev1Tech	Joseph Re	joe.re@sev1tech.com
Sev1Tech	DK Hall	david.hall@sev1tech.com
Sierra Lobo	Terrell Parker	terrell.s.parker@sierralobo.com
Sierra Lobo	Constance Taddie	constance.taddie@sierralobo.com
Sierra Space	Velinda Highfill	velinda.highfill@sncorp.com
Smithsonian Institution	EJ Dotts	edotts@cfa.harvard.edu
Southwest Research Institute	Leo Cardenas	leopoldo.cardenas@swri.org
Southwest Research Institute	Gregory Fletcher	gregory.fletcher@swri.org
SpaceX	Attila Vitez	attila.ruellvitez@spacex.com
SpaceX	Vibhor Jain	vibhor.jain@spacex.com
SpaceX	Brea Yount	brea.Yount@spacex.com
SpaceX	Shamit Kikani	shamit.kikani@spacex.com
SpaceX	Ars-Vita Alamsyah	ars-vita.alamsyah@spacex.com
Teledyne Brown Engineering	Debbie Batson	debbie.batson@teledyne.com
Teledyne Brown Engineering	Kerry Webb	kerry.webb@teledyne.com
The Boeing Co.	Bradley Bruce	bradley.p.bruce@boeing.com
The Boeing Co.	Toni Hall	toni.b.hall@boeing.com
The Boeing Co.	Taylor Beitler	Taylor.beitler@boeing.com
Trax International Corp.	Susan Rock	srock@traxintl.com
Trax International Corp.	Elizabeth Booker	ebooker@traxintl.com
Trax International Corp.	Joelle Shreves	jshreves@traxintl.com
Unison Industries	Leslie Leon	leslie.leon@unisonindustries.com
Unison Industries	Brendon Mee	brendon.mee@unisonindustries.com

MEMBER COMPANY	CONTACT	E-MAIL ADDRESS
United Launch Alliance	Dayna Blankenship	dayna.s.blankenship@ulalaunch.com
United Launch Alliance	Alecia Lauer	alecia.j.lauer@ulalaunch.com
University of Arizona	Beth Lopez	bethlope@email.arizona.edu
World Wide Technology, Inc.	Teanna Jones-Dixon	teanna.jones@wwt.com

10.5 MARKETING TO A PRIME CONTRACTOR, A PRESENTATION DEVELOPED BY THE MPCSC

Pre-Marketing Suggestions

Know the Company you are targeting

- ▶ Understand their customers

Be Prepared:

- To discuss your customers (Last 3-5 years)
- Be time sensitive
- Provide capabilities statement (1-2 pages)
- ▶ Register with System for Award Management (SAM) and NASA Vendor Database and keep up to date

Marketing Introduction

Keep the meeting brief

- ▶ Know your audience
- ▶ Highlight your niche
- ▶ Present pertinent past performance
- ▶ Identify specific program(s) where you would like to be considered

Will a nondisclosure agreement be required?

- ▶ Request next point of contact Meeting with Prime Contractor Decision Makers

Provide a concise overview of your business and who referred you

- ▶ Be time sensitive
- ▶ Be prepared to discuss:
 - Pertinent past performance
 - Unique capabilities (top differentiators)
 - Specific programs or areas of interest
 - Quality Standards /Certification(s)

- ▶ Develop strategic alliance:
 - Understand the communication preference

Responding to a Customer

- ▶ Work honestly & ethically
- ▶ Develop a dialog
- ▶ Respond to all requests in a timely manner
- ▶ Talk to buyer/decision maker – don't assume details... You have one opportunity to make a first impression
- ▶ No bid response is unacceptable... Always respond & explain

Responding to Specific RFP's

- ▶ Research the solicitation prior to its release... Watch for the draft or work from agency forecasts
- ▶ Send letter of interest to Small Business Liaison Officer (SBLO) prior to the solicitation release
- ▶ Know how you can add value to the team:
 - Don't rely on the SB Classifications
 - Focus on value added and be flexible to change
 - Relate your past performance or strengths for Statement of Work (SOW)
- ▶ Know who the decision makers are
- ▶ Validate your data
- ▶ Be ready to respond quickly & thoroughly to the proposal data request

Resource Websites:

- ▶ MSFC Small Business Office at <https://doingbusiness.msfc.nasa.gov/>
- ▶ Email Notification of NASA Solicitations at <http://www.hq.nasa.gov/office/procurement/forecast/>
- ▶ SAM.gov <https://sam.gov>
- ▶ NASA Office of Small Business Program at <http://osbp.nasa.gov/>
- ▶ NASA Vendor Database at <https://www.nasa.gov/osbp/nasa-vendor-database>
 - Subcontracting Opportunities (SUB-NET) at <http://web.sba.gov/subnet>
- System for Award Management at: <https://www.sam.gov/SAM/>

- Procurement Technical Assistance Centers at:

<http://www.sba.gov/content/procurement-technical-assistance-centers-ptacs>

Desirable Subcontracting Attributes

1. Ability to work as a Team
2. Customer Focused
3. Provide reasonable cost (Affordability)
4. Maintain good safety record
5. Have relevant experience/past performance
6. Reliable / Responsive / Flexible
7. Committed to quality
8. Financially responsible
9. Patient with the Prime & Customer

Final Steps:

- ▶ Have a plan; early development is a plus
- ▶ Be innovative and creative
- ▶ Know your new potential customer and show you have done your research
- ▶ Work through the SBLO or other designated point of contact
- ▶ Be ready to reply on short notice
- ▶ Market – Increase your company’s visibility
- ▶ Network

11.0 SMALL BUSINESS EXECUTIVE LEADERSHIP TEAM

11.1 INTRODUCTION

Initiated the creation of the Small Business Executive Leadership Team (SBELT) in February 2007. Team is comprised of small businesses having direct contracts at MSFC, excluding SBIR and construction contracts. Team consists of approximately 92 members representing 52 small business contractors. Team conducts bi-monthly meetings and assists the MSFC Small Business Specialist in the planning and coordination of Marshall Small Business Alliance outreach events and quarterly Joint Counseling Sessions.

11.2 VISION AND MISSION STATEMENTS

Vision Statement

To inspire Small Businesses to play a vital role in NASA’s mission, specifically to develop technologies, provide services and manufacturing in support of the Marshall Space Flight Center and NASA’s mission.

Mission Statement

To represent, protect, and grow the interests of Small Business in the Marshall Space Flight Center procurement process.

11.3 2023/2024 OFFICERS

Chair	Curtis Taylor – Linc Research
Vice Chair	Chris Jackson – HX5
Secretary	Alice Lessmann – Signalink (Cepeda)
Events Coordinator	Meg Carstens – Aeyon

11.4 COUNCIL MEMBERS

MEMBER COMPANY	CLASSIFICATION
4M Research	WOSB
Accura Rosser JV, LLC	WOSB, HUBZone
Aerie Aerospace, LLC	EDWOSB
Aetos Systems	EDWOSB
Aeyon	SB
A.I.Signal Research	SB
All Points Logistics, LLC	SDVOSB
AQate Corporation	SB
ASRC Federal / Analytical Services	SB
Avista Strategies	WOSB
Bailey Collaborative Solutions	SB/HUBZone
Barrios Technology, Inc.	WOSB
Bastion Technologies	SDB
Celerapro	SB HUBZone
Cepeda Systems / Signalink	SDB/WOSB/HUBZone
CFD Research Corporation	SB
Chugach Industries	SDB/8(a)
Deltha-Critique	SDB
D P Associates	SDB/WOSB
GAN & Associates	SDB
HPM Corporation	WOSB
HX5	SDB/WOSB/VOSB/HUBZone
InoMedic Health Applications, Inc.	SDB/SDVO SB
KAYA Associates	SDB
K.S. Ware & Associates, LLC	WOSB
L&M Technologies, Inc.	SB/WOSB

MEMBER COMPANY	CLASSIFICATION
Linc Research	SB/HUBZone
Logical Innovations, Inc.	SDB/EDWOSB
LSE Solutions	WOSB
MDW Technologies / MM Technologies	SB
Media Fusion	SB/ SDB/ Native American Tribally Owned
Optical Sciences	SB
Quadrus Corporation	HUBZone/SDB
Security Walls, LLC	SB/SDB/WOSB
SEI Group	SB/SDB
Seventh Sense Consulting	8(a), SDVOSB
Sigmatech	SB
Sumaria	SB
Tec-Masters, Inc.	SB
Total Solutions, Inc.	SDB/WOSB
Victory Solutions, Inc.	WOSB/SDVOSB
Whitespace Innovations	SB

12.0 MARSHALL SMALL BUSINESS ALLIANCE (MSBA) MEETINGS

12.1 BACKGROUND

The Marshall Small Business Alliance (MSBA) outreach tool was created to provide industry with maximum exposure to the NASA/MSFC marketplace. At each event, those in attendance will receive a variety of acquisition and program updates/overviews, contract specific and center organizational overviews, NASA/MSFC Small Business Program updates, and small business legislative updates. Additionally, ample time will be provided for networking with MSFC procurement and technical personnel, and the prime contractor community during the event.

12.2 MEETINGS

All meeting notices are posted on BetaSAM.gov. Small businesses having their capabilities listed in the MSFC small business web-based directory and NASA Vendor Database are automatically notified ahead of each event. To have your company's information registered at these sites, go to Section 8.1 and 8.2.1 for links to each registration portal.

National Aeronautics and Space Administration

George C. Marshall Space Flight Center

Huntsville, AL 35812

www.nasa.gov/marshall

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