



Small Business Programs (OSBP)

where small business makes a big difference









Glenn A. Delgado, Associate Administrator

DOING BUSINESS WITH NASA

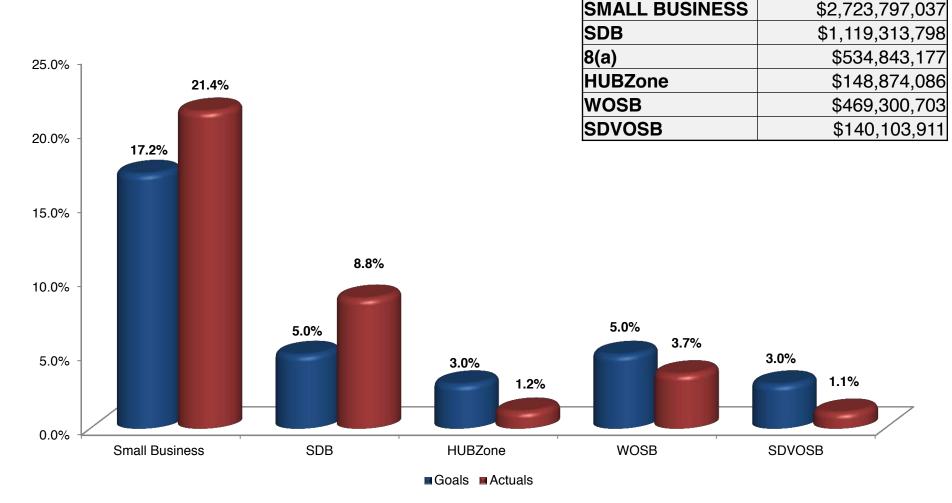
2014 SDVOSB INDUSTRY DAY LANGLEY RESEARCH CENTER

NASA Agency Final FY 2013 Prime Goals vs. Actual Percentages

CATEGORY

TOTAL DOLLARS

Data generated November 4, 2013 from FPDS-NG.



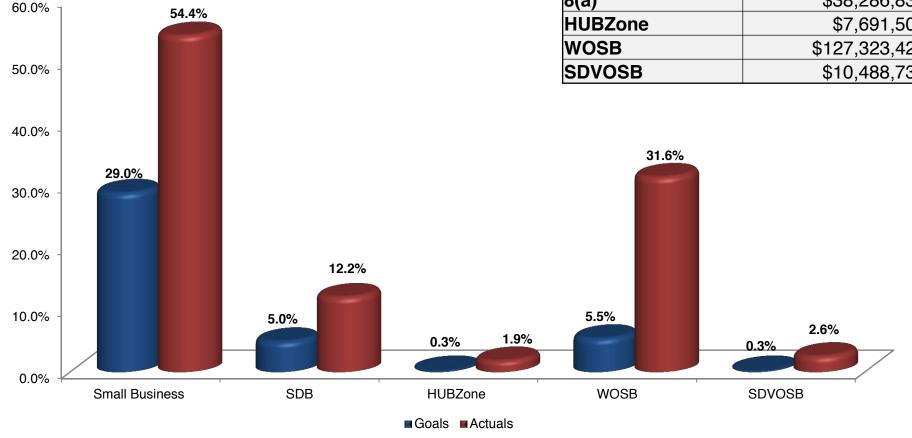
DOLLARS

\$12,732,212,886

LaRC Final FY 2013 Prime Goals vs. Actual Percentages

Data generated November 4, 2013 from FPDS-NG.

CATEGORY	DOLLARS
TOTAL DOLLARS	\$403,302,410
SMALL BUSINESS	\$219,480,825
SDB	\$49,060,100
8(a)	\$38,286,834
HUBZone	\$7,691,504
WOSB	\$127,323,426
SDVOSB	\$10,488,737

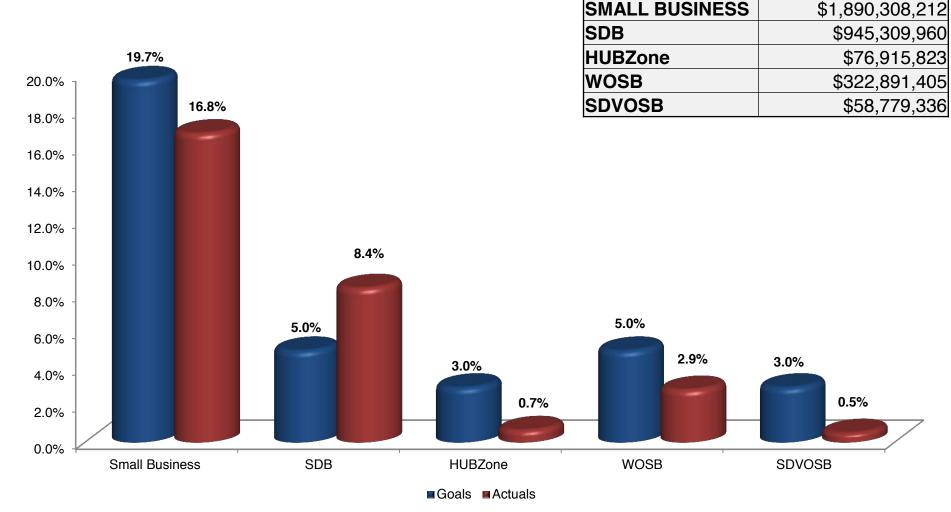


NASA Agency July FY 2014 Prime Goals vs. Actual Percentages

CATEGORY

TOTAL DOLLARS

Data generated August 4, 2014 from FPDS-NG.



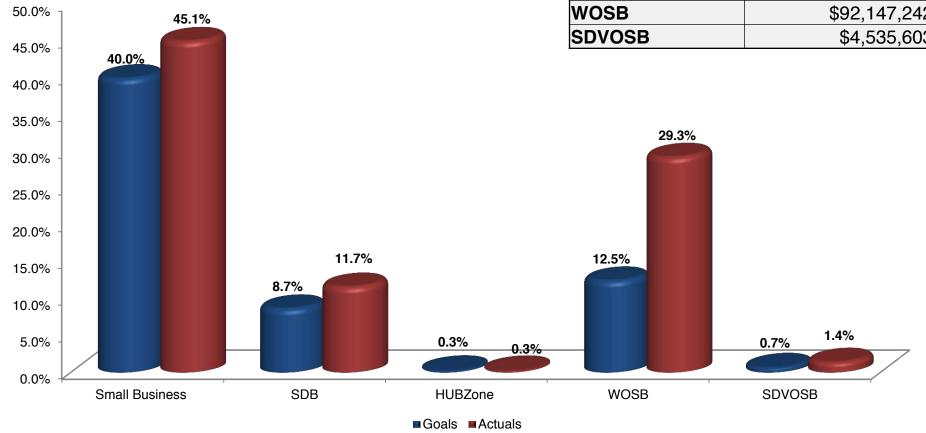
DOLLARS

\$11,239,168,546

LaRC July FY 2014 Prime Goals vs. Actual Percentages

Data generated August 6, 2014 from FPDS-NG.

CATEGORY	DOLLARS
TOTAL DOLLARS	\$314,401,875
SMALL BUSINESS	\$141,692,281
SDB	\$36,673,782
HUBZone	\$879,954
WOSB	\$92,147,242
SDVOSB	\$4.535.603

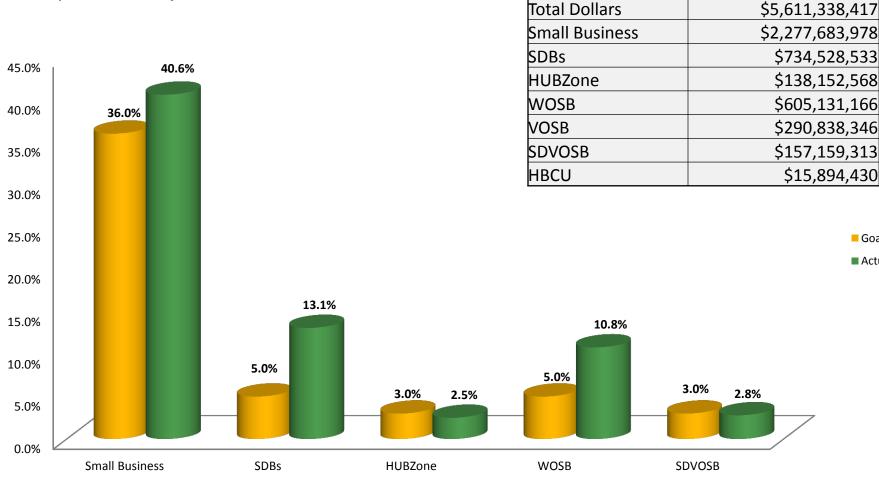


NASA FY 2013 Subcontracting Goals vs. Actual Percentages End-Year

CATEGORY

DOLLARS

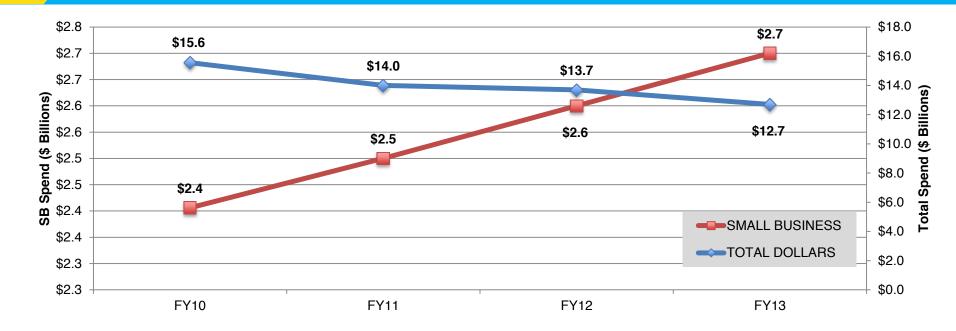
Data pulled February 5, 2014 from eSRS.



Goals Actuals

National Aeronautics and Space Administration

Data from SBA Scorecards FY10-FY12 FY13 Data Estimated (Generated November 4, 2013 from FPDS-NG)



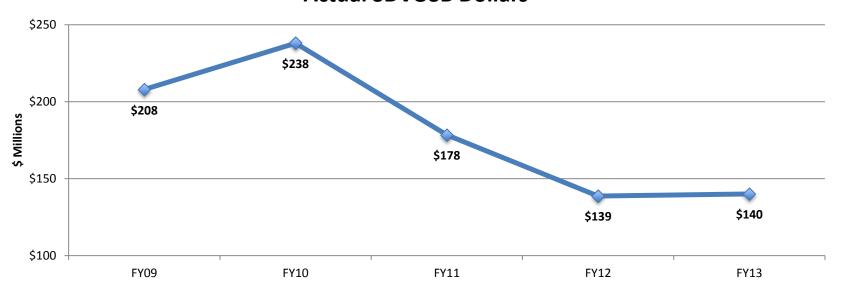
YEAR	GRADE
FY10	С
FY11	В
FY12	Α
FY13	Α

CATEGORY	FY10	FY11	FY12	FY13
TOTAL DOLLARS	\$15.6B	\$14.0B	\$13.7B	\$12.7B
SMALL BUSINESS	\$2.4B	\$2.5B	\$2.6B	\$2.7B
WOSB	\$349.0M	\$386.5M	\$401.8M	\$469.3M
SDB	\$1.1B	\$982.6M	\$1.0B	\$1.1B
SDVOSB	\$238.0M	\$178.4M	\$138.8M	\$140.1M
HUBZone	\$139.0M	\$106.9M	\$93.1M	\$148.9M

NASA Agency SDVOSB Overview FY09-FY13

Data from SBA Scorecards FY09 – FY12 FY13 Data Estimated (Generated November 4, 2013 from FPDS-NG)

Actual SDVOSB Dollars



CATEGORY	FY09	FY10	FY11	FY12	FY13
Service-Disabled Veteran Owned	\$207.9M	\$238.0M	\$178.4M	\$138.8M	\$140.1M

Fiscal Year 2013 Top 20 NASA Vendors

(As of January 24, 2014 from FPDS-NG)

Vendor Name	Total Dollars
CALIFORNIA INSTITUTE OF TECHNOLOGY	\$1,706,979,832
LOCKHEED MARTIN CORPORATION	\$1,613,899,378
THE BOEING COMPANY	\$1,470,087,907
JACOBS TECHNOLOGY INC.	\$635,454,117
RAYTHEON COMPANY	\$459,107,856
NORTHROP GRUMMAN SPACE AND MISSION SYSTEMS CORPORATION	\$373,266,896
SPACE EXPLORATION TECHNOLOGIES CORP.	\$354,643,704
SGT, INC.	\$305,147,588
UNITED LAUNCH SERVICES, LLC	\$297,842,533
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$283,224,149
GENERAL DYNAMICS C4 SYSTEMS, INC.	\$227,651,278
ORBITAL SCIENCES CORPORATION	\$208,350,055
ATK LAUNCH SYSTEMS INCORPORATED	\$199,185,987
QINETIQ NORTH AMERICA, INC.	\$145,124,369
URS FEDERAL TECHNICAL SERVICES, INC.	\$140,114,887
PRATT AND WHITNEY ROCKETDYNE INCORPORATED (UNITED TECHNOLIGES CORP.)	\$135,269,287
UNITED SPACE ALLIANC, LLC	\$136,309,036
EXELIS INC.	\$134,215,824
WYLE LABORATORIES INCORPORATED	\$128,988,826
JOHNS HOPKINS UNIVERSITY	\$124,405,964

FY 2013 Top NASA NAICS Codes by Dollars

6 digit NAICS Code (Description)	Total Dollars
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))	\$4,296,102,078.80
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)	\$2,490,229,732.81
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	\$1,248,696,415.40
541330 (ENGINEERING SERVICES)	\$1,202,055,476.97
517919 (ALL OTHER TELECOMMUNICATIONS)	\$690,530,284.12
561210 (FACILITIES SUPPORT SERVICES)	\$549,894,009.73
481212 (NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION)	\$438,069,205.64
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$388,023,232.54
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$196,857,109.32
541690 (OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES)	\$146,980,088.48
541519 (OTHER COMPUTER RELATED SERVICES)	\$135,194,090.49
541513 (COMPUTER FACILITIES MANAGEMENT SERVICES)	\$132,835,698.36
517110 (WIRED TELECOMMUNICATIONS CARRIERS)	\$126,825,910.90
561612 (SECURITY GUARDS AND PATROL SERVICES)	\$98,351,004.22
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$91,217,540.97
561110 (OFFICE ADMINISTRATIVE SERVICES)	\$84,619,086.83
236210 (INDUSTRIAL BUILDING CONSTRUCTION)	\$65,551,359.81
336419 (OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)	\$53,759,206.18
237130 (POWER AND COMMUNICATION LINE AND RELATED STRUCTURES CONSTRUCTION)	\$36,384,913.28
541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)	\$33,362,940.69
561720 (JANITORIAL SERVICES)	\$28,592,754.37
238990 (ALL OTHER SPECIALTY TRADE CONTRACTORS)	\$28,510,337.16
238120 (STRUCTURAL STEEL AND PRECAST CONCRETE CONTRACTORS)	\$20,977,790.00
237110 (WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION)	\$17,944,245.94
238910 (SITE PREPARATION CONTRACTORS)	\$13,343,670.14

Active Contract Listing

	NASA IT CONTRACTS					
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	541710	Research Facilities & Engineering Support Services (RF&ESS)	Arcata NAS4-00047	SB Set-Aside	\$ 220 M	7/31/2014
ARC	541512	ACITS-3	ASRC Research & Technology Solutions NNA13AB88C	SB Set-Aside	\$ 403 M	8/31/2018
ARC	541519	NAS3 Supercomputing Support	CSC NNA07CA29C	Full & Open	\$ 542 M	7/31/2017
GRC	541519	Professional Admininstrative Computational & Engineering Service PACE III	DB Consulting Group NNC08BA09B	SB Set-Aside	\$124 M	7/30/2014
GRC	541519	NASA Safety Center Technical Support	Alphaport, Inc. NNC12CA04C	SB Set-Aside	\$31 M	11/30/2014
GRC	541519	Software Engineering Process Improvement (SEPI)	Cepeda Systems and Software Analysis NNC13BA09B	SB Set-Aside	\$4.5 M	7/31/2018 last date to order
GRC	541519	Incident Reporting Reporting System (IRIS)	Efficient Enterprise Engineering NNC11BA13B	Sole Source - SB	\$15 M	5/24/2016 last date to order
HQ	541512	HITTS	Digital Management Incorporated NNH12CF39C	8(a) Competitive	\$177 M	9/30/2017 last date to order
HQ	541611	IV&V SWAT Group	Galaxy Global Corporation NNG12VN01C	SB Set-Aside	\$5.9 M	12/31/2016
HQ	541330	IV&V Services	TASC NNG12SA03C	Full & Open	\$134 M	1/31/2017
HQ	512110	Printing & Graphics Communication Support Services Center (CSSC)	Media Fusion NNH13CH46Z	SB Set-Aside under GSA Schedule 541	\$23 M	2/28/2018 last date to order
HQ	541519	Digitizing Services	E-Management Consultants NNH09CF50B	8(a) Sole Source	\$3.5 M	8/20/2014
HQ	541511	SEER Licenses & Support	Galorath NNH10PR24Z	GSA Comp.	\$ 4 M	2/15/2015

Active Contract Listing

NASA FACILITIES CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT
ARC	561210	Business Operations and Technical Services (BOATS)	Deltha-Crtique NSS Joint Venture	SB Set-Aside	\$70 M	10/17/2015
ARC	561210	Facilities Maintenance Services (FMS)	IAP World Services NNA10DF30C	Full and Open	\$102 M	9/30/2015
ARC	561210	Aerospace Testing & Facilites O&M (ATOM)	Jacobs Technology NNA09DB39C	Full and Open	\$201 M	3/31/2015
ARC	561210	Logistics Management Services	Akima Logistics Services LLC NNA12AC79B	8(a) Competitive	\$48 M	9/30/2017
ARC	561210	Safety, Environmental, & Medical Support Services (SEMSS)	Earth Resources Technology NNA13AA12B	SB Set-Aside	\$55 M	11/04/2017 last date to order
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$29.8 M	10/31/2018 last date to order
GRC	561210	Technical, Facilities, O&M, & Engineering (TFOME)	Sierra Lobo NNC05CA95C	SB Set-Aside	\$285 M	3/22/2015
GRC	561210	Technical Info, Admin, Logistics Svcs (TIALS)	SGT NNC05CB17C	SB Set-Aside	\$171 M	4/30/2015 last date to order
GRC	561210	GPSC Support Services	Mainthia NNC09BA22B	SB Set-Aside	\$24.9 M	9/30/2014 last date to order
GRC	561210	Operations of Central Process Systems	Mainthia NNC09BA23B	SB Set-Aside	\$26.9 M	9/30/2014 last date to order
GRC	561210	Facilities Operations Repair and Maintenance (FORM)	Call Henry Incorporated NNG07BA04B	Full and Open	\$101 M	9/30/2014 last date to order
GRC	561720	Janitorial Services	Creative Management Technology, Inc. NNC14CA11C	SB Set-Aside	\$11.9 M	12/31/2019 last date to order
GSFC	561210	Wallops Island Consolidated Services (WICCS)	LJT & Associates Inc NNG14WA44C	SB Set-Aside	\$259 M	3/31/2021 last date to order
GSFC	561210	Range Maintenance at the Poker Flat Research Range	University of Alaska NNG12WA28C	Sole Source	\$17.1 M	1/1/2019
GSFC	561210	O&M for IV&V Facility	West Virginia University Research Corporation NNG13SA04C	Sole Source	\$ 40 M	9/29/2018
GSFC	561210	Facilities Operations and Maintenance Services - Greenbelt	Chugach Federal Systems NNG12AZ24C	8(a) Competitive	\$116.7 M	10/31/2017
GSFC/HQ	561210	HQ Facilities Support Services	Beacon Fusion Joint Venture NNH13CH14C	8(a) Competitive	\$20.5 M	11/30/2017

NAICS 236220 Commercial and Institutional Building Construction

Government

NASA

• \$16.1 Billion

\$196.9 Million

4.5% of total spend

1.3% of total spend

• SB % = 44.2%

SB % = 47.9%

• SDVOSB % = 13.1% SDVOSB % = 0.84%

This NAICS is the largest source of SDVOSB dollars in the Federal Government (\$2.1 billion).

NAICS 541519 Other Computer Related Services

Government

NASA

\$11.4 Billion

3.2% of total spend

\$135 Million

< 1% of total spend

• SB % = 46.5%

SB % = 50.4%

• SDVOSB % = 10.2%

SDVOSB % = 5.6%

This NAICS is the 2nd largest source of SDVOSB dollars in the Federal Government.

NAICS 541512 Computer Systems Design Services

Government

NASA

\$11.7 Billion

3.3% of total spend

\$388 Million

2.7% of total spend

• SB % = 32.1%

SB % = 13.3%

• SDVOSB % = 8.27%

SDVOSB % = 0.04%

This NAICS is the 3rd largest source of SDVOSB dollars in the Federal Government.

NAICS 541330 **Engineering Services**

Government

NASA

• \$29.0 Billion

6.31% of total spend

• SB % = 16.5%

• SDVOSB % = 2.92%

SB % = 16.4%

SDVOSB % = 0.57%

8.45% of total spend

\$1.2 Billion

NAICS 541690 Other Scientific & Technical Consulting Services

Government

NASA

\$1.9 Billion

0.5% of total spend

\$147 Million

1.0% of total spend

• SB % = 28.1%

SB % = 12.2%

• SDVOSB % = 5.1%

SDVOSB % = 0.07%

NAICS 541612 Human Resources Consulting Services

Government

NASA

\$146.0 Million

0.04% of total spend

\$22.1 Million

0.1% of total spend

• SB % =

31.1%

SB % =

19.9%

• SDVOSB % = 21.4%

SDVOSB % = 0.00%

NAICS 561612 Security Guards and Patrol Services

Government

NASA

\$3.7 Billion

1.03% of total spend

\$98.3 Million

0.7% of total spend

• SB % =

23.1%

SB % =

92.7%

• SDVOSB % = 4.17%

SDVOSB % = 11.2%

Small Business Industry Day Events

- Senior level support at events
- Small Business Technical Coordinator participation is paramount
- Industry days are planned to coordinate with Small Business Specialists Council meetings
- Outreach still matters!

Date	Center	Location	Socioeconomic Category
October 26, 2014	Kennedy Space Center	Cape Canaveral, FL	Women-Owned
February 3, 2015	Stennis Space Center	Bay St. Louis, MS	Service-Disabled Veteran-Owned
August 11, 2015	Johnson Space Center	Houston, TX	HUBZone

OSBP Social Media



Facebook

Likes: 51,077

Weekly Total Post Reach: 4,400

http://www.facebook.com/NASASmallBusiness



Twitter

Followers: 1,715

http://twitter.com/NASA_OSBP



Blogger (Glenn Delgado's Blog)

Monthly Pageviews: 584 All time Pageviews: 3,045

http://nasaosbp.blogspot.com/

Questions?

NASA Office of Small Business Programs 300 E Street SW Washington, DC 20546

Tel: (202) 358-2088

Fax: (202) 358-3261

E-mail:

smallbusiness@nasa.gov

Web site:

www.osbp.nasa.gov

NASA Vendor Database:

https://vendors.nvdb.nasa.gov