



# Small Business Programs (OSBP)

where small business makes a big difference









Glenn A. Delgado, Associate Administrator

### DOING BUSINESS WITH NASA

2014 SDVOSB INDUSTRY DAY KENNEDY SPACE CENTER

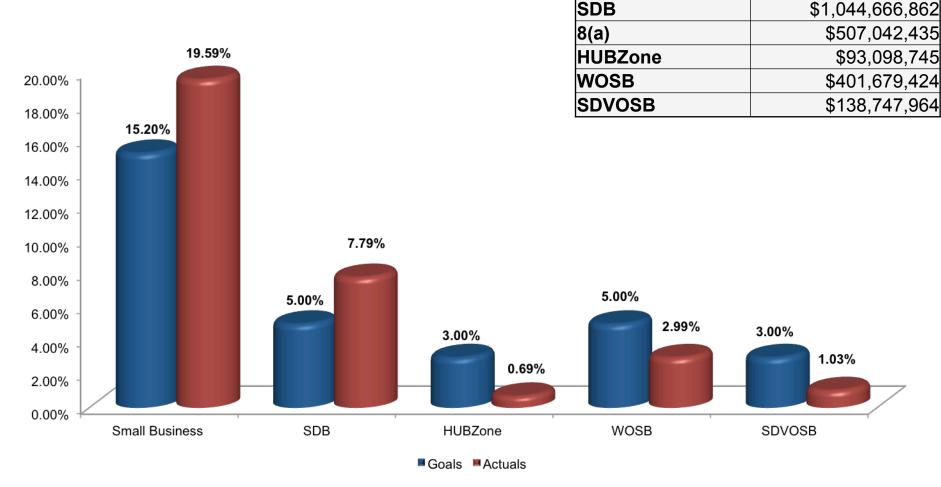
# NASA Agency Fiscal Year 2013 Prime Goals vs. Actual Percentages

**CATEGORY** 

TOTAL DOLLARS

SMALL BUSINESS

Data generated November 14, 2014 from FPDS-NG.



**DOLLARS** 

\$13,416,337,393

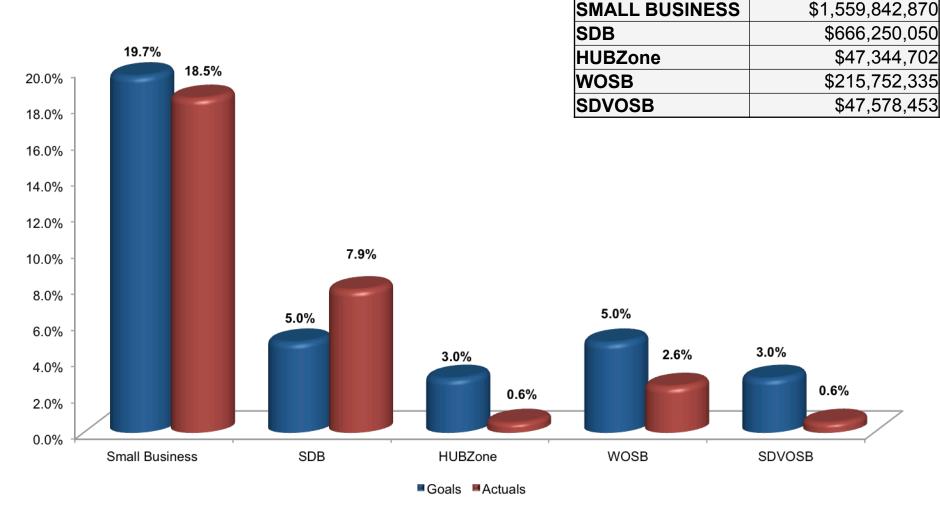
\$2,628,649,794

# NASA Agency Fiscal Year 2014 Prime Goals vs. Actual Percentages

**CATEGORY** 

TOTAL DOLLARS

Data generated May 5, 2014 from FPDS-NG.

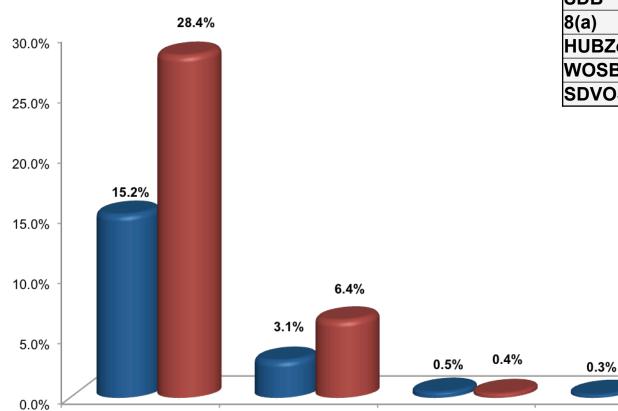


**DOLLARS** 

\$8,443,999,184

# KSC Fiscal Year 2013 Prime Goals vs. Actual Percentages

Data generated November 14, 2014 from FPDS-NG.



SDB

CATEGORY	DOLLARS
TOTAL DOLLARS	\$1,072,553,583
SMALL BUSINESS	\$304,319,728
SDB	\$68,987,834
8(a)	\$14,182,987
HUBZone	\$4,138,967
WOSB	\$11,553,166
SDVOSB	\$3,922,374

1.6%

**SDVOSB** 

0.4%

1.1%

WOSB

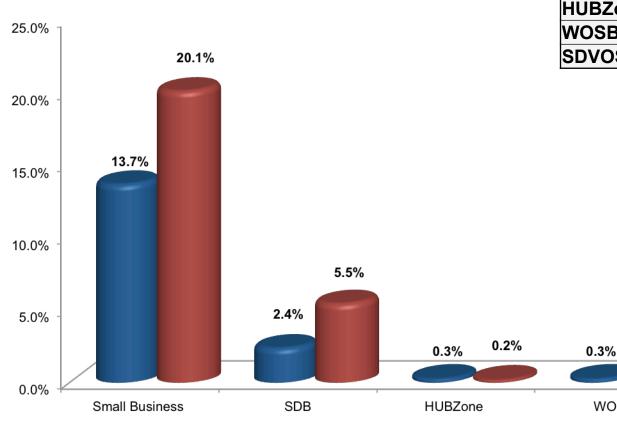
■Goals ■Actuals

**HUBZone** 

**Small Business** 

# KSC April Fiscal Year 2014 Prime Goals vs. Actual Percentages

Data generated May 5, 2014 from FPDS-NG.



CATEGORY	DOLLARS
TOTAL DOLLARS	\$637,423,854
SMALL BUSINESS	\$128,291,480
SDB	\$34,835,146
HUBZone	\$1,446,038
WOSB	\$1,339,481
SDVOSB	\$257,911

0.3%

**SDVOSB** 

0.2%

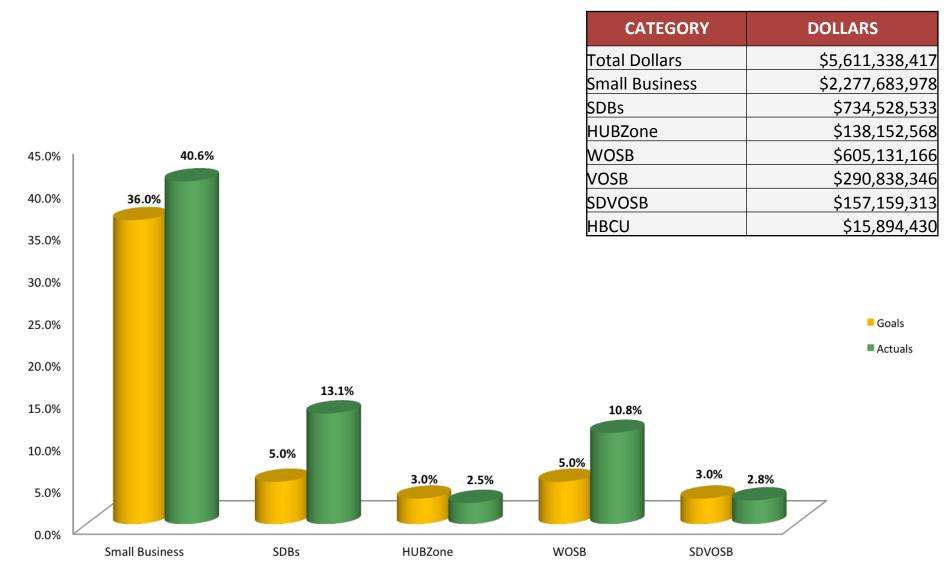
**WOSB** 

0.0%

■Goals ■Actuals

# NASA FY13 Subcontracting Goals vs. Actual Percentages End-Year

Data pulled February 5, 2014 from eSRS



#### National Aeronautics and Space Administration (NASA)

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



YEAR	GRADE
FY10	С
FY11	В
FY12	А
FY13	А

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

# FY13 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

#### NAICS 236220

### Commercial and Institutional Building Construction

#### Government

NASA

\$16.1 Billion

4.5% of total spend

\$196.9 Million

1.3% of total spend

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 3<sup>rd</sup> largest source of SDVOSB dollars in the Federal Government.

# NAICS 541712 Research & Development

#### Government

#### NASA

• \$21.5 Billion

• 6.1% of total spend

\$4.3 Billion

30.2% of total spend

• SB % = 25.0%

• SDVOSB % = 1.86%

SB% = 21.1%

SDVOSB% = 1.69%

# NAICS 541330 Engineering Services

#### Government

#### **NASA**

• \$29.0 Billion

• 6.31% of total spend

• SB % = 16.5%

• SDVOSB % = 2.92%

\$1.2 Billion

8.45% of total spend

SB % = 16.4%

SDVOSB % = 0.57%

# NAICS 541513 Other Computer Related Services

#### Government

#### **NASA**

\$3.5 Billion

1.0% of total spend

\$132 Million

< 1% of total spend

• SB % = 32.8%

SB % = 49.1%

• SDVOSB % = 5.0%

SDVOSB % = 0.0%

## NAICS 517919 All Other Telecommunications

#### Government

**NASA** 

• \$1.4 Billion

0.4% of total spend

\$415 Million

2.9% of total spend

• SB % = 8.4%

SB % = 5.0%

• SDVOSB % = 0.8%

SDVOSB % = 0.0%

### 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 541611

#### Administrative Management and General Management **Consulting Services**

#### Government

**NASA** 

• \$10.4 Billion

2.9% of total spend

\$91 Million

0.5% of total spend

• SB % = 28.0%

SB % = 42.4%

SDVOSB % =

6.9%

SDVOSB % = 0.35%

# NAICS 541612 Human Resources Consulting Services

#### Government

#### **NASA**

\$146.0 Million

0.04% of total spend

31.1%

\$22.1 Million

0.1% of total spend

# 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

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 <b>NAS4-00047</b>	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	
HQ	541512	ніттѕ	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	
HQ	519130	Student Ambassadors Virtual Community & On-Line Application Launchpad Site	I Code Design NNH11CD60C	SB Set-Aside	\$2 M	8/30/2016	
HQ	517110	HQ Television and Web Support Services	Innovative Technologies, Inc. NNH13CJ09B	SB Set-Aside	\$16 M	7/31/2018 last date to order	
JSC	541519	Human Health and Institutional Management Support (HHIMS)	All Points Logistics, LLC NNJ13HB53B	SDVOSB Set-Aside	\$16 M	4/30/2018	
JSC	541519	Simulation & Software Technology Contract (SSTC)	L-3 NNJ08HA01C	Full & Open	\$132 M	9/30/2014	
JSC	541513	IT and Multimedia Service Contract	DB Consulting Group NNJ11JA16B	SB Set-Aside	\$252 M	1/17/2015 last date to order	
JSC	541512	NASA Aircraft Management Information System	SAIC <b>NNJ13JB36B</b>	Sole Source	\$46 M	11/08/2015 last date to order	
JSC	541511	Engineering Product Integration Contract (EPIC)	S & K Global Solutions, LLC NNJ12HB51B	8(a) Competitive	\$50 M	1/31/2016 last date to order	
KSC	517110	IMCS	Abacus NNK08OH01C	SB Set-Aside	\$852.4 M	9/30/2017	
LaRC	541513	LITES	SGT NNL10AA14B	Full & Open	\$ 183 M	10/31/2015	
MSFC	517110	MITS	Dynetics NNM10AA03C	SB Set-Aside	\$334 M	1/31/2015	

#### **GODDARD SPACE FLIGHT CENTER (GSFC) IT CONTRACTS**

	LOCAL						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE	
GSFC	541511	Software & Systems Eng.	Innovative Mgt. And Tech. Services NNG09L002C	8(a) Sole Source	\$ 3.5 M	11/30/14	
GSFC	541519	Application Programming	Vantage Systems NNG11PE73C	8(a) Sole Source	\$ 3 M	1/23/15	
GSFC	541511	Website design	Syneren Technology NNG11PQ01C	8(a) Sole Source	\$ 3 M	1/23/15	
GSFC	541512	EOSDIS Hardware & Software	Raytheon NNG10HP02C	Full & Open	\$ 250 M	3/31/15	
GSFC	541513	Goddard Unified Enterprise Services & Technology (GUEST)	Primus Solutions NNG10FE01C	8(a) Competitive	\$ 229 M	5/15/15	
GSFC	541712	Software for Space Operations Learning Center	Columbus Technologies NNG10CR25C	8(a) Competitive	\$ 250 M	11/30/15	
GSFC	541712	Support for Atmospheric Sciences	Science Systems and Applications NNG12HP08C	SB Set-Aside	\$103M	4/30/17	
GSFC	541519	GISS Support Services	Trinnovim NNG12HP07C	8(a) Competitive	\$15 M	2/1/17	
GSFC	541511	Support for Aquarius Science Algorithm	University of Michigan Dearborn NNG04HZ28C	Full & Open	\$1 M	5/31/17	
GSFC	541513	CISTO Scientific Computing and Technical Services	Computer Sciences Corporation NNG13HQ01C	Full & Open	\$103 M	2/28/18	
	541519 & 334111	Solutions for Enterprise-Wide Procurement* (SEWP IV) www.sewp.nasa.gov	Multiple Awards	Various	Varies	Most contracts expire in 2014	
			REQUEST FOR PROPOSALS (RFPs)				
CENTER	NAICS	CONTRACT NAME	RFP Status	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE	
GSFC	541519 & 334111	Solutions for Enterprise-Wide Procurement V* (SEWP V) www.sewp.nasa.gov	RFP closed 12/10/2013 NNG12418706R	Various	tbd	10 years after award	
GSFC	541513	IT Integration and Support Services (GItISS)	Sources Sought Notice closed 6/6/13 ITCD-GItISS	tbd	tbd	tbd	
NASA Office	IASA Office of Small Business Programs where small business makes a big difference					23	

CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME	TYPE OF	POTENTIAL	ULTIMATE CONTRACT
CENTER	IVAICS	CONTRACTIVAL	CONTRACT #	COMPETITION	VALUE	END DATE
AFRC	561110	Center Administrative & Technical Support Services (CATSS)	Media Fusion NND10AH15C	8(a) Competitive	\$21.3 M	2/28/2015
HQ	561110	Management Organizational Scientific Engineering Support Services	Valador NNH12CD13Z GS10F0182N	Blanket Purchase Agreement Unrestricted under FSS	\$47 M	10/14/2016 Last Date to Order
HQ	561110	Procurement Support	Smart Global Solutions JV LLC NNH10CC97C	8(a) Competitive	\$134.9 M	7/31/2015
JSC	561410	JSC Administrative Support Services (JASS)	REDE Critique Joint Venture NNJ09JA02B	8(a) Competitive	\$58 M	4/27/2014 Last Date to Order
KSC	561110	Kennedy Institutional Support Services (KISS 3)	Wichita Tribal Enterprises LLC NNK13OW20B	8(a) Competitive	\$48 M	9/30/2016 Last Date to Order
LARC	541611	Langley Administrative, Media, and Professional Services (LAMPS)	GenTech Partners JV NNL12AA06BC	8(a) Competitive	\$94.0 M	8/31/2017 Last Date to Order
MSFC	561110	Center-wide Administrative Support Services	Deltha-Critique Joint Venture NNM08AA28C	8(a) Competitive	\$ 35.3 M	11/30/2014 Last Date to Order
NSSC	561110	Service Provider Contract	Computer Sciences Corporation NNX11AA02C	Full and Open	\$221.6 M	9/30/2015
NSSC	561110	Agency-wide Contract Closeout & Procurement Support Services	Brandan Enterprises NNX13AA08C	8(a) Competitive	\$31.8 M	5/31/2017 Last Date to Order
SSC	561110	Administrative/Clerical Services	Patriot Technologies LLC NNS09AA06C	8(a) Competitive	\$7.0 M	11/22/2013 Last Date to Order
			REQUEST FOR PROPOSALS (RFPs	3)		
				TYPE OF	POTENTIAL	ULTIMATE CONTRAC
CENTER	NAICS	CONTRACT NAME	RFP STATUS	COMPETITION	VALUE	END DATE
HQ	561110	NASA Research and Education Support Services (NRESS)	Final RFP issued 1/9/14; closes 2/27/14 NNH13465022R	8(a) Competitive	TBD	TBD
JSC	561110	JSC Administrative Support Services II - JASS II	RFP issued 10/31/2013; closes 12/09/13 NNJ13473923R	8(a) Competitive	TBD	TBD
NSSC	561110	Service Provider Contract	Draft RFP expected 5/2/14 Industry Day on 5/15/14 NNX14494502R	Full and Open	TBD	TBD
SSC	561110	Administrative/Clerical Services	RFP closed 8/30/13 NNS13481083R	8(a) Competitive	TBD	TBD

#### **NASA PROTECTIVE SERVICES CONTRACTS**

	CONTRACTS/REQUEST FOR PROPOSALs (RFPs)						
CENTER	NAICS	CONTRACTOR NAME	RFP/CONTRACT STATUS	SOLICITATION	POTENTIAL	ULTIMATE CONTRACT	
				METHOD	VALUE	END DATE	
ARC	561612		RFP closed on 12/17/12 (NNA11366339R)	8(a) Competitive	tbd	tbd	
AFRC	561612	Linxx Global Solutions	NND12AC65C	SDVOSB set-aside	\$15 M	9/30/2013 (last date to order)	
GRC	561612	Linxx Global Solutions	NNC12CA25C	SDVOSB set-aside	\$32 M	7/31/2017	
GSFC	561612	Alutiiq Pacific LLC	NNG13AZ05C	8(a) Competitive	\$65 M	3/31/2018	
HQ	561612	Security Support Services LLC	NNH12CE49C	8(a) Competitive	\$26 M	4/30/2017	
JSC	561612	Chenega Security & Support Solutions, LLC	NNJ12JB86C	SB Set-Aside	\$86 M	9/30/2017	
KSC	561612	Chenega Security & Support Solutions, LLC	NNK11OL33C	SB Set Aside	\$152 M	9/30/2016	
LaRC	561612	The Whitestone Group	NNL12AA05C	8(a) Competitive	\$14 M	9/30/2016	
MSFC	561612	Excalibur Services	NNM12AA08C	GSA FSS Schedule 84 - restricted to Small Businesses	\$43 M	9/30/2016	
SSC	561612	ISS Action, Inc.	NNS12AA11C	8(a) Competitive	\$26 M	9/30/2016	

### Small Business Industry Day Events

Date Center		Location	Socioeconomic Category
March 6, 2014	Armstrong Flight Research Center	Los Angeles, CA	Women-Owned
June 10, 2014	Marshall Space Flight Center	Huntsville, AL	HUBZone
August 13, 2014	Langley Research Center	Hampton, VA	Service-Disabled Veteran-Owned

#### **OSBP Social Media**



**Facebook** 

Likes: 30,672

Weekly Total Post Reach: 4,400

http://www.facebook.com/NASASmallBusiness



**Twitter** 

Followers: 940

http://twitter.com/NASA\_OSBP



Blogger (Glenn Delgado's Blog)

Monthly Pageviews: 266

All time Pageviews: 3,710

http://nasaosbp.blogspot.com/

#### **Questions?**

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Web site:

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NASA Vendor Database:

https://vendors.nvdb.nasa.gov