

National Aeronautics and Space Administration



# NASA/MARSHALL SPACE FLIGHT CENTER

## SMALL BUSINESS MARKETING GUIDE

Revised May 5, 2020



## **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 six thousand on-site employees including contractor support personnel, and a FY 2020 budget projection of approximately \$3.5 billion. In addition to the Redstone Arsenal location, MSFC also has a satellite facility in New Orleans, Louisiana, the Michoud Assembly Facility, where several major full scale production efforts in support of the Human Landing System, Space Launch System 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., 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
Glenn Delgado	Associate Administrator	202-358-2088	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Richard Mann	Program Manager	202-358-2438	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Robert Medina	Program Manager		<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Charles Williams	Program Manager	202-358-2088	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Truphelia Parker	Program Specialist	202-358-1820	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Renee Crews	Program Analyst (Contractor)	202-358-2028	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
LaRia Land	Program Analyst (Contractor)	202-358-3989	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Robert Hagstrom	Program Analyst (Contractor)	202-358-7388	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>
Tania Knight	Administrative Assistant (Contractor)	202-358-5213	<a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>

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	christine.l.munroe@nasa.gov
Armstrong Flight Research Center	Christine Munroe	650-604-4695	christine.l.munroe@nasa.gov
Glenn Research Center	Eunice Adams-Sipp	216-433-6644	eunice.j.adams-sipp@nasa.gov
Goddard Space Flight Center	Jennifer Perez Sholainka Martyn Kandace Chappell	301-286-4379 301-286-4679 301.286.8136	jennifer.d.perez@nasa.gov sholainka.o.martyn@nasa.gov kandace.p.chappell@nasa.gov
Jet Propulsion Laboratory	Charles Bray, Jr. Mary Helen Ruiz Matthew Christian Tara Every	818-354-5620 818-354-7532 818-354-2760 818-354-1741	charles.e.bray@jpl.nasa.gov maryhelen.ruiz@jpl.nasa.gov matthew.b.christian@jpl.nasa.gov tara.a.every@jpl.nasa.gov
Johnson Space Center	Richard Slater Rob Watts Monica Craft	281-483-7723 281-244-5811 281-483-4134	richard.t.slater@nasa.gov robert.e.watts@nasa.gov monica.f.craft@nasa.gov
Kennedy Space Center	Joyce McDowell Natalie Colvin Laurie Boehm	321-867-3437 321-867-4773 321-867-7353	joyce.c.mcdowell@nasa.gov natalie.b.colvin@nasa.gov laurie.boehm@nasa.gov
Langley Research Center	Robert Betts	757-864-6074	robert.betts@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	david.e.brock@nasa.gov chip.jones@nasa.gov esther.veras@nasa.gov cheryl.l.webb@nasa.gov
NASA Management Office	Rick Ellerbe Robert Jones	818-354-2595 818-354-4862	chanrick.m.ellerbe@nasa.gov robert.a.jones@nasa.gov
NASA Shared Services Center	Troy Miller	228-813-6558	troy.e.miller@nasa.gov
Stennis Space Center	Kay Doane	228-813-6062	kay.s.doane@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
Esther Veras	ARCS Procurement Analyst	256-544-8816	esther.veras@nasa.gov
Cheryl Webb	ARCS Procurement Analyst	256-544-6263	cheryl.l.webb@nasa.gov
Chip Jones	SB Technical Advisor	256-544-2701	chip.jones@nasa.gov
Doug Gerard	SBA Procurement Center Representative	256-544-0681	douglas.w.gerard@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 4200, Room 228B.

Our MSFC Small Business Office e-mail is: [MSFC-SBO@mail.nasa.gov](mailto: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 in promoting 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 those 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	Vacant		
Human Exploration Development & Operations Office	HP10/Rajiv Doreswamy HP22/Lamar Stacy HP30/Karen Stephens	256-544-7903 256-544-2220 256-544-3962	rajiv.doreswamy@nasa.gov lamar.stacy@nasa.gov karen.l.stephens@nasa.gov
Materials & Processes Laboratory	EM01/DeWitt Burns	256-544-2529	dewitt.burns@nasa.gov
Michoud Assembly Facility	Vacant		
Office of Center Operations	AS02/Melvin Scruggs AS02/Mary Poe	256-544-3994 256-544-8220	melvin.l.scruggs@nasa.gov mary.l.poe@nasa.gov
Office of Human Capital	HS02/Irma Burden	256-544-3501	irma.c.burden@nasa.gov
Office of Strategic Analysis & Communications	CS30/Kimberly Keith	256-544-4776	kimberly.l.keith@nasa.gov
Office of the Chief Financial Officer	RS30/Beth Ewing	256-544-0351	beth.w.ewing@nasa.gov
Office of the Chief Information Officer	IS02/Kathy Rice	256-544-2647	kathy.y.rice@nasa.gov
Propulsion Systems Department	ER01/James Cannon	256-544-7072	james.l.cannon@nasa.gov
Safety & Mission Assurance Directorate	QD11/Paul Johnson	256-544-3793	paul.w.johnson@nasa.gov
Science and Technology Office	ST03/Chip Jones	256-544-2701	chip.jones@nasa.gov
Space Launch System Program Office	RS60/Angela Lovelady	256-544-5367	angela.f.lovelady@nasa.gov
Space Systems Department	ES01/Nadra Hatchett	256-544-4641	nadra.t.hatchett@nasa.gov
Spacecraft & Vehicle Systems Department	ED10/Alicia Carroll	256-544-4341	alicia.s.carroll@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	Gwen Jasper (Lead)	256-544-1666	gwenevere.l.jasper@nasa.gov
	Jannifer Matthews (Alternate)	256-961-2387	Jannifer.l.matthews@nasa.gov
		256-544-6719	virginia.b.garrison@nasa.gov
Technology Commercialization and Licensing Manager	Terry Taylor	256-544-5916	terry.l.taylor@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	Ryszard (Rich) Pisarski (acting)	650-604-0149	ryszard.l.pisarski@nasa.gov
Armstrong Flight Research Center	Bruce Cogan	661-276-2627	bruce.r.cogan@nasa.gov
Glenn Research Center	Matthew Deans	216-433-6585	matthew.c.deans-1@nasa.gov
Goddard Space Flight Center	Joe Famiglietti	301-286-1833	joe.famiglietti@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	Kim Cannon	757-864-8852	kimberly.a.cannon@nasa.gov
Marshall Space Flight Center	Gwen Jasper	256-544-1666	gwenevere.l.jasper@nasa.gov
	Jannifer Matthews	256-961-2387	jannifer.l.matthews@nasa.gov
Stennis Space Center	Thomas M. Stanley	228-688-7779	thomas.m.stanley@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 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
Army Materiel Command (AMC)	Nancy Small	256-450-7953	nancy.d.small.civ@mail.mil
U.S. Army Aviation & Missile Command (AMCOM)	Christopher Evans (Director)	256-842-6234	christopher.a.evans.civ@mail.mil
	Debra Wood (Asst. Director)	256-876-0921	debra.r.wood2.civ@mail.mil
Defense Logistics Agency (DLA)	Trish Kimble	256-876-1576	patricia.kimble@dla.mil
	Beth Lamothe	256-924-7903	elizabeth.lamothe@dla.mil

<b>COMMAND</b>	<b>CONTACT</b>	<b>PHONE NO.:</b>	<b>E-MAIL ADDRESS</b>
U.S. Army Engineering & Support Center Corps of Engineers (USACE)	Rebecca Goodsell	256-895-1385	rebecca.goodsell@usace.army.mil
Missile Defense Agency (MDA)	Jerrold Sullivan (Deputy)	256-450-2872	melanie.mccormick.ctr@mda.mil (Melanie McCormick – Sr. Admin. Assistant)
U.S. Army Space and Missile Defense Command (USASMDC)	Mary Birdsong (Director) Austin David Wall	256-955-3412	mary.a.birdsong.cov@mail.mil austin.d.wall3.civ@mail.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

<b>ORGANIZATION</b>	<b>CONTACT</b>	<b>PHONE NO.:</b>	<b>E-MAIL ADDRESS</b>
Air Force Sustainment Center Small Business	Mary Ann Flinders	801-777-9993	mary.flinders.1@us.af.mil
Alabama A&M Small Business Development Center	Teresa Merriweather Orok, Ph.D.	256-372-5603	teresa.orok@aamu.edu
Alabama Institute for Deaf and Blind (AIDB)	Dee Malone	256-382-1114	malone.dee@aidb.org
Alabama Small Business Development Center Network	Jerry Ellison	205-348-1687	jerry.ellison@ua.edu
Association of Procurement Technical Assistant Centers	Becky Peterson	615-268-6644	bpeterson@aptac-us.org
The Catalyst Center for Business & Entrepreneurship (formerly WBCNA)	Joanne Randolph	256-428-8190	joanne.randolph@catalystcenter.org
General Services Administration Federal Acquisition Services	Joe Myers	256-326-0218	joseph.myers@gsa.gov
Huntsville Association of Small Businesses in Advanced Technologies	Allison Rhen	256-890-1855	arhen@mjlm.com
Jacksonville State University Small Business Development Center	Lindsay Frey	256-782-5322	lsfrey@jsu.edu
Score	Dale Smith	347-871-6090	dale.smith@scorevolunteer.org
Small Business Administration – Alabama District Office	Carol Ann House	205-290-7340	carol.house@sba.gov
Tennessee Procurement Technical Assistance Center	Debbie Barber	615-532-8885	debbie.barber@tennessee.edu
University of Alabama Huntsville Procurement Technical Assistant Center	Mary Jane Fleming	256-824-6936	mjf0001@uah.edu
University of Alabama Huntsville Small Business Development Center	Foster Perry	256-824-6880	foster.perry@uah.edu
University of North Alabama Small Business Development Center	Phillip Marks	256-765-4668	pomarks@una.edu
University of Tennessee Procurement Technical Assistance Center	Paul Middlebrooks	423-634-0848	paul.middlebrooks@tennessee.edu
US Army Corps of Engineers	Linda L. Spadaro	251-690-3597	linda.l.spadaro@usace.army.mil
US Department of Energy	Nicola Ohaegbu	202-802-0095	nicola.ohaegbu@hq.doe.gov

### 2.8.3 WEBSITES

ORGANIZATION	WEBSITE
Air Force Sustainment Center Small Business	<a href="http://www.afsc.af.mil/units/sbo/">http://www.afsc.af.mil/units/sbo/</a>
Alabama A&M Small Business Development Center	<a href="http://www.aamu.edu/academics/bpa/centersandprograms/pages/default.aspx">http://www.aamu.edu/academics/bpa/centersandprograms/pages/default.aspx</a>
Alabama Institute for Deaf and Blind (AIDB)	<a href="https://www.aidb.org/">https://www.aidb.org/</a>
Association of Procurement Technical Assistant Centers	<a href="http://www.aptac-us.org/">http://www.aptac-us.org/</a>
The Catalyst Center for Business & Entrepreneurship	<a href="http://catalystcenter.org/">http://catalystcenter.org/</a>
General Services Administration Federal Acquisition Services	<a href="http://www.gsa.gov/portal/content/105080">http://www.gsa.gov/portal/content/105080</a>
Huntsville Association of Small Businesses in Advanced Technologies	<a href="http://www.hasbat.org/">http://www.hasbat.org/</a>
Huntsville Chamber of Commerce	<a href="http://www.hsvchamber.org/">http://www.hsvchamber.org/</a>
Jackson State University Small Business Development Center	<a href="http://www.jsu.edu/development/sbdc/">http://www.jsu.edu/development/sbdc/</a>
Score	<a href="http://www.score.org">www.score.org</a>
Small Business Administration – Alabama District Office	<a href="https://www.sba.gov/offices/district/al/birmingham">https://www.sba.gov/offices/district/al/birmingham</a>
TechRich	<a href="http://techrich.org/">http://techrich.org/</a>
Tennessee Procurement Technical Assistance Center	<a href="https://cis.tennessee.edu/connecting/ptac/Pages/default.aspx">https://cis.tennessee.edu/connecting/ptac/Pages/default.aspx</a>
University of Alabama Huntsville Procurement Technical Assistant Center	<a href="http://www.uah.edu/sbdc/ptac/about">http://www.uah.edu/sbdc/ptac/about</a>
University of Alabama Huntsville Small Business Development Center	<a href="http://www.uah.edu/sbdc">http://www.uah.edu/sbdc</a>
University of North Alabama Small Business Development Center	<a href="http://sbdc.una.edu/">http://sbdc.una.edu/</a>
University of Tennessee Procurement Technical Assistance Center	<a href="https://cis.tennessee.edu/connecting/ptac/Pages/default.aspx">https://cis.tennessee.edu/connecting/ptac/Pages/default.aspx</a>
US Army Corps of Engineers	<a href="http://www.usace.army.mil/">http://www.usace.army.mil/</a>
US Department of Energy	<a href="http://www.energy.gov/">http://www.energy.gov/</a>

## 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 will 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 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 Aerie Aerospace, LLC Marshall Space Flight Center, AL

Primary Contact:  
Cliff Plaxco                              cliff.plaxco@nasa.gov                      256-544-8909

Alt. Contacts:  
Chris McCain                          christopher.m.mccain@nasa.gov              256-808-4100  
Kenny Frame                            kframe@ERC-Incorporated.com              256-430-3080

Contract:  
NNM15AA19C: Marshall Engineering Technician and Trades Support Services

#### 3.2.3 Aerojet Rocketdyne Canoga Park, CA

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

Contracts:  
NNM16AA02C: Space Launch System (SLS) Engine RS-25 Restart  
NNM16AA12C: SLS Upper Stage Engine (RL-10)

#### 3.2.4 Aetos Systems Marshall Space Flight Center, AL

Contacts:  
Joan Muhammad (OHC)              joan.w.muhammad@nasa.gov              256-544-6714  
Marty Sellers (UCS)                  marty.sellers@aetosystems.com          256-682-6734

Contracts:  
NNM14AA15C: Office of Human Capital Support Services (OHC)



3.2.5 All Points Logistics, LLC  
Marshall Space Flight Center, AL

Contacts:

John Hall	jhall@allpointslc.com	256-566-3026
Lea Cahoon	lcagoon@allpointslc.com	

Contract:

NNM16AA01C: MSFC Information Technology Services (MITS) II

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

Contact:

Jill Curtis	amanda.j.curtis@nasa.gov	256-544-7991
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Contract:

80MSFC17C0007: Facilities and Operation Maintenance Support Services

3.2.7 All Native Synergies Co.  
Marshall Space Flight Center, AL

Contact:

Michael Borrelli	mborrelli@allnativegroup.com	719-235-5801
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Contract:

80MSFC19D0024: Custodial and Refuse Collection Services

3.2.8 Analytical Services, Inc.  
Marshall Space Flight Center, AL

Contact:

Randal Humphries	william.humphries@asrcfederal.com	256-541-1257
Tim Breeyear	tbreeyear@asrcfederal.com	256-562-2164

Contract:

80MSFC19A0001: Office of Strategic Analysis & Communication Support Services

3.2.9 Ball Aerospace  
Marshall Space Flight Center, AL

Contact:

Pam Byrd                                  pbyrd@ball.com                                  303-939-6344

Contract:  
NNM15AA18C: Imaging X-Ray Polarimetry Explorer (IXPE)

3.2.10 Bastion Technologies  
Marshall Space Flight Center, AL

Contact:

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  
Kent, WA

Contact:

Antoinette Vigil                                  avigil@blueorigin.com                                  505-295-3898 ext. 102

Contract:  
80MSFC20C0020: Human Landing System

3.2.12 Cepeda Systems & Software Analysis, Inc.  
Marshall Space Flight Center, AL

Contact:

Pat Benson    patricia.a.benson@nasa.gov                                  256-544-3780

Contract:  
80MSFC20A0003: Engineering Support for MSFC

3.2.13 CH2M  
Dallas Fort Worth, TX

Contact:

Kenneth McClain                                  kenneth.mcclain@ch2m.com                                  972-663-2261

Contracts:  
NNM10AA17C: Architect-Engineer Services for Environmental Engineering  
80MSFC18D0003: Architect-Engineer Services for Santa Susana Field Lab

- 3.2.14 COLSA Corporation  
Marshall Space Flight Center, AL
- Contact:  
Phillip Hodges                      pwhodges@colsa.com                      256-964-5339
- Contract:  
NNM17AA12C: Huntsville Operations Support Center Services
- 3.2.15 Dynetics, Inc.  
Huntsville, AL
- Contact:  
Jennifer Delaney                      jennifer.delaney@dynetics.com                      256-964-4970
- Contracts:  
80GRC017C0008: SLS Universal Stage Adapter  
80MSFC20C0035: Human Landing System
- 3.2.16 Hanks, Hanks and Associates, LLC (HHA)  
Marshall Space Flight Center, AL
- Contacts:  
Tom Randolph                      tom.a.randolph@nasa.gov                      256-544-8088  
Kesia Kimbrough                      kesia.s.kimbrough@nasa.gov                      256-544-0019
- Contract:  
NNM16AA10C: Center-Wide Administrative Support Services
- 3.2.17 HCI Management Services  
Marshall Space Flight Center, AL
- Contact:  
Kevin Irvine                      kirvine@allnativegroup.com                      256-971-9872
- Contract:  
NNM16AA17C: MSFC Grounds & Maintenance Services
- 3.2.18 IHS Global, Inc.  
Englewood, CO
- Contact:  
Chuck Austin                      chuck.austin@ihsmarkit.com                      256-808-9406
- Contract:  
NNM16AA13C: NASA Integrated Technical Standards System (ITSS)

3.2.19 InoMedic Health Applications, Inc.  
Marshall Space Flight Center, AL

Contact:

Cynthia Gross

cgross@ihamedical.com

757-722-7575

Contract:

80MSFC19D0022: Occupational Health Support Services

3.2.20 Jacobs  
Marshall Space Flight Center, AL

Contact:

JoAnn Belt

joann.v.belt@nasa.gov

256-961-1769

Contract:

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

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

Contact:

Orlando Stevenson

orlando.stevenson@jhuapl.edu

240-228-6389 (Office)

240-636-1242 (Mobile)

Contract:

NNM15AA02C: JANNAF Support

NNN06AA01C: Aerospace Research, Development and Engineering Support (ARDES)

3.2.22 KS Ware & Associates, L.L.C  
Nashville, TN

Contact:

Julie Oliphant

joliphant@kswarellc.com

615-255-9702

Contract:

NNM17AA11C: Architect-Engineer Services for Environmental Compliance and Restoration

3.2.23 L&M Technologies, Inc.  
Huntsville, AL

Contacts:

Jim Spanier

james.r.spanier@nasa.gov

256-544-8073

Contract:

80MSFC18A0001: Marshall Logistics Support Services

3.2.24 Leidos  
Huntsville, AL

Contact:  
Nathan Apodaca                      nathan.m.apodaca@leidos.com                      256-961-3301

Contract:  
80NSSC19D0001: NASA End-user Services & Technologies

3.2.25 LinTech Global, Inc.  
Farmington Hills, MI

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

Contract:  
80MSFC20C0031: Center Operations Building Automation (COBA) Services

3.2.26 Lockheed Martin Corporation  
Huntsville, AL

Contact:  
Patty Pierson                      patricia.a.pierson@lmco.com                      720-563-2060

Contract:  
NNM07AA01C: Focal Plane Solar B Phase E

3.2.27 MTS  
Huntsville, AL

Contact:  
Tracy Lamm                      tracy.lamm@MTS-USA.com                      256-890-9090

Task Orders:  
NNM13AA65T: MIPSS Program Planning & Control  
NNM13AA67T: MIPSS Project Coordination  
NNM14AA02T: MIPSS Subject Matter Expertise

3.2.28 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](https://www.sewp.nasa.gov/contract_info.shtml))

Helpline: (301) 286-1478

3.2.29 Northrop Grumman Innovation Systems (Formerly: Orbital ATK Aerospace Systems)  
Promontory, UT

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

Contract:  
NNM07AA75C: SLS Advanced Booster

3.2.30 Orbital Sciences Corporation – Space Systems Group (wholly-owned subsidiary of Orbital/ATK)  
Langley, Virginia

Contact:  
Kristen Collins                                      kristen.collins@orbitalATKc.com                                      703-406-5796

Contract:  
NNM16AA21C: Commercial Infrastructure for Robotic Assembly and Services (CIRAS)

3.2.31 SAIC  
Marshall Space Flight Center, AL

NASA Programs :  
Bruce Emerson (Primary)                      bruce.g.emerson@saic.com                                      256-319-4769  
Kerry Webb (Secondary)                      kerry.p.webb@saic.com                                      256-961-1483

Contracts:  
NNM11AA04C: NASA Integrated Communication Services (NICS)  
NNX16MB01C: NASA Enterprise Application Services Technology (EAST 2)

3.2.32 Security Walls, LLC  
Marshall Space Flight Center, AL

Contact:  
Juanita Walls                                      jwalls@securitywalls.net                                      865-546-2474

Contract:  
NNM17AA25C: Protective Services at MAF and MSFC

3.2.33 Seventh Sense Consulting, LLC  
Marshall Space Flight Center, AL

Contact:  
Shakira McCants                                      mccantss@seventhsenseconsulting.com                                      703-635-9034

Contract:  
80NSSC19D00002: Agency-Wide Acquisition Support Services (AWASS)

3.2.34 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  
NNM15AA15C: Marshall Grazing Incident X-Ray Spectrometer (MaGIXS)

3.2.35 Southern Research Institute  
Birmingham, AL

Contact:  
Kimberly Terry                      kterry@southernresearch.org                      205-581-2790

Contract:  
NNM14AA01B: Testing & Analysis of Propulsion System Materials

3.2.36 Southwest Research Institute  
San Antonio, TX

Contact:  
Eva Carpenter                      eva.carpenter@swri.org                      210-522-2237

Contracts:  
NNM06AA75C: JUNO Mission Phase B  
NASW-02008: New Horizon—Pluto Mission Phase B  
NASW00003: ASPERA-3 Project Electron Spectrometer for Mars Express Mission  
NNM13AA38C: JUICE Ultraviolet Spectrograph

3.2.37 SpaceX  
Hawthorne, CA

Contact:  
Brian Schepis                      brian.schepis@spacex.com                      256-726-1393

Contract:  
80MSFC20C0034: Human Landing System

3.2.38 Syncom Space Services, LLC (S3)  
Stennis Space Center, MS

Contact:

Tina Schultz                      tina.g.schultz@nasa.gov                      228-688-2095

Contract:

NNS15AA01C: Synergy Achieving Consolidated Operations and Maintenance (SACOM)

3.2.39 Teledyne Brown Engineering  
Huntsville, AL

Contact:

Debbie Batson                      debbie.batson@tbe.com                      256-726-1393

Contracts:

NNM13AA29C: Mission Operations & Integration

NNM13AA35C: Engineered Solutions & Prototyping (SLS Launch Vehicle Stage Adapter  
Task Order)

3.2.40 The Boeing Company  
Huntsville, AL

Contact:

Diane Sterling                      diane.f.sterling@boeing.com                      256-542-7234

Contracts:

NNM07AB03C: SLS Stages

NNM12AA82C: SLS Interim Cryogenic Propulsion Stage

NNM15AA03C: Santa Susana Field Laboratory Electrical Services and Contingency Items

3.2.41 University of Arizona  
Tuscan, AZ

Contact:

Elizabeth Lopez                      beth@email.arizona.edu                      520-621-2888

Contract:

NNM10AA11C: OSIRIS-REX Asteroid Sample Return Mission



3.2.42 Victory Solutions, Inc.  
Huntsville, AL

Contact:

Pete Rodriguez

pete.rodriguez@v-s-inc.com

256-895-2867

Task Orders:

NNM13AA64T: MIPSS Cost Estimation & Analysis

NNM13AA66T: MIPSS Configuration & Data Management

## 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.
01/31/2020	Optical Sciences	NNM14AA09C	Specialized Data Analysis	541712	\$6.5M	SB Sole Source
*05/31/2020	Analytical Services	NNM12AA53C	Strategic Analysis & Communication Services	541712	\$57M	GSA SB Reserve
*06/30/2020	IHS Global, Inc.	NNM16AA13C	NASA Integrated Technical Standard Systems	518210	\$8M	Full & Open
*09/30/2020	MTS	NNM13AA65T	Program Planning & Control	541712	\$61M	GSA SB Reserve
*09/30/2020	MTS	NNM13AA67T	Project Coordination	541712	\$89M	GSA SB Reserve
*09/30/2020	MTS	NNM14AA02T	Subject Matter Expertise	541712	\$123M	GSA SB Reserve
*09/30/2020	Victory Solutions	NNM13AA64T	Cost Estimation and Analysis	541712	\$17M	GSA SB Reserve

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTEN. VALUE	PREVIOUS COMP.
*09/30/2020	Victory Solutions	NNM13AA66T	Configuration Management & Configuration Management	541712	\$96M	GSA SB Reserve
*09/30/2020	COLSA Corporation	NNM17AA12C	Huntsville Operations Support Center	541715	\$138M	SB Set-Aside
*09/30/2020	Teledyne Brown Engineering	NNM13AA29C	Mission Integration & Operations	541712	\$317.7M	Full & Open
*09/30/2020	Aerie Aerospace, LLC	NNM15AA19C	Marshall Engineering Technician & Trade Support Services	541712	\$293M	8(a) Competition
12/31/2020	Hanks, Hanks, & Associates, LLC	NNM16AA10C	Center-Wide Administrative Support Services	541611	\$28M	8(a) Competition
08/31/2021	HCI Management Services	NNM16AA17C	Grounds & Maintenance Services	561730	\$13M	8(a) Sole Source
10/31/2021	All Points Logistics, LLC	NNM16AA01C	MSFC Information Technology Services II	541513	\$228M	SDVO SB Set-Aside
11/30/2021	Aetos Systems	NNM14AA15C	Human Capital Support	541990	\$33M	8(a) Competition
03/31/2022	Accura Rosser 8(a) JV, LLC	NNM17AA04C	Facilities Engineering Design & Inspection Services	541330	\$40M	8(a) Competition
04/02/2022	KS Ware	NNM17AA11C	Environmental Engineering Services	541330	\$27M	SB Set-Aside
04/30/2022	Security Walls, LLC	NNM17AA25C	Protective Services at MAF and MSFC	561612	\$48M	SB Set-Aside
08/22/2023	All Native Synergies Co.	80MSFC19D0024	Custodial & Refuse College Services	561720	\$19M	8(a) Sole Source
07/23/2023	Acuity Edge	80MSFC18C0040	Technology Commercialization and Licensing Support	541990	\$1.8M	8(a) Sole Source
1/31/2024	LinTech Global Inc.	80MSFC20D0007	Center Operations and Building Automation (COBA)	541513	\$8.4M	GSA 8(a) Stars competition

POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTEN. VALUE	PREVIOUS COMP.
09/30/2024	InoMedic Health Applications, Inc.	80MSFC19C0022	Occupational Health Applications, Inc.	561210	\$14M	SB Set-Aside
01/31/2025	Cepeda Systems & Software	80MSFC20A0002	Engineering Support for MSFC	541330	\$24M	GSA HUBZone SB set-aside
06/30/2025	Amentum	80MSFC17C0007	Facilities & Operation Maintenance Support Services	561210	\$446M	Full & Open
10/31/2025	Bastion Technologies	80MSFC18C0005	Safety & Mission Assurance Support Services	541712	\$267M	SB Set-Aside
11/30/2025	Jacobs	80MSFC18C0011	Engineering Services and Science Capability Augmentation	541712	\$1,205M	Full & Open
08/31/2026	L&M Technologies, Inc.	80MSFC18A0001	Logistics Services	561210	\$98M	GSA Log-world SB Set-Aside

\*In competition

## 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](mailto: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

## **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 new 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: [http://osbp.nasa.gov/vendor\\_database.html](http://osbp.nasa.gov/vendor_database.html)

## 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	<a href="mailto:steve.owens@ai-solutions.com">steve.owens@ai-solutions.com</a>
Aerojet Rocketdyne	Georgina (Gina) Gastelum	818-586-2361	<a href="mailto:georgina.gastelum@rocket.com">georgina.gastelum@rocket.com</a>
Assurance Technology Corporation (ATC)	Michael Renfroe	978-369-8848	<a href="mailto:mrenfroe@assurtech.com">mrenfroe@assurtech.com</a>
Bechtel National, Inc.	Lisa Tribuce-Leoung Tat	703-429-6261	<a href="mailto:ltribuc@bechtel.com">ltribuc@bechtel.com</a>
CSRA, LLC	Bruce Moore	256-947-5033	<a href="mailto:bruce.moore@gdit.com">bruce.moore@gdit.com</a>
Enterprise Services, LLC	Jeff Henderson	703-736-4015	<a href="mailto:jeff.henderson@perspecta.com">jeff.henderson@perspecta.com</a>
Hamilton Sundstrand Space System International, Inc.	Mark Beardslee	860-654-6897	<a href="mailto:mark.beardslee@utas.utc.com">mark.beardslee@utas.utc.com</a>
Honeywell International, Inc. (Aerospace-Glendale)	Cruz Andino Vargas	787-658-2289	<a href="mailto:cruz.andino@honeywell.com">cruz.andino@honeywell.com</a>
Jacobs Technology, Inc	JoAnn Belt	256-961-1769	<a href="mailto:joann.v.belt@nasa.gov">joann.v.belt@nasa.gov</a>
KBRWyle	Chemise Smith	301-464-7584	<a href="mailto:csmith@sgt-inc.com">csmith@sgt-inc.com</a>
L3 Communications Vertex Aerospace, LLC	TBD	TBD	TBD
Leidos Innovations Corporation	Chireda Gaither	571-526-6026	<a href="mailto:chireda.b.gaither@leidos.com">chireda.b.gaither@leidos.com</a>
LJT & Associates, Inc.	TBD	TBD	TBD
Lockheed Martin	Orysia Buchan	315-456-3018	<a href="mailto:orysia.d.buchan@lmco.com">orysia.d.buchan@lmco.com</a>
Millenium Engineering and Integration Company	Daniel Deans	703-413-7740	<a href="mailto:ddeans@meicompany.com">ddeans@meicompany.com</a>

Mentor Name	Mentor POC	Phone No.	E-mail Address
Northrop Grumman	Jenifer Scoffield	435-863-2017	<a href="mailto:jenifer.scoffield@ngc.com">jenifer.scoffield@ngc.com</a>
PAE Applied Technologies, LLC	Stephen Bettrel	281-224-5874	<a href="mailto:stephen.p.brettel@nasa.gov">stephen.p.brettel@nasa.gov</a>
Raytheon Company	Crystal King	571-250-3725	<a href="mailto:crystal_1_king@raytheon.com">crystal_1_king@raytheon.com</a>
Science Applications International Corporation (SAIC)	Elizabeth (Liz) Tomka	703-677-2910	<a href="mailto:elizabeth.a.tomka@saic.com">elizabeth.a.tomka@saic.com</a>
Sierra Lobo, Inc.	Chuck Stidham	567-401-1051	<a href="mailto:cstidham@sierralobo.com">cstidham@sierralobo.com</a>
Sierra Nevada Corporation	Velinda Highfill	775-849-6507	<a href="mailto:velinda.highfill@sncorp.com">velinda.highfill@sncorp.com</a>
Southwest Research Institute	Eva Carpenter	210-522-2237	<a href="mailto:eva.carpenter@swri.org">eva.carpenter@swri.org</a>
Teledyne Brown Engineering, Inc.	Debbie Batson	256-726-1393	<a href="mailto:debbie.batson@teledyne.com">debbie.batson@teledyne.com</a>
The Boeing Company	Megan Donaldson	843-754-4306	<a href="mailto:megan.k.quinn@boeing.com">megan.k.quinn@boeing.com</a>

### 9.3 MSFC PAST AND CURRENT MENTOR PROTÉGÉ AGREEMENTS

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
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
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	MI	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
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 Marshall Prime Contractors Supplier Council (MPCSC) was established in January 2003. The council is comprised of more than 120 members representing approximately 61 large businesses/nonprofit entities. It meets on a bi-monthly basis, and conducts several three day off-site meetings each fiscal year.

### 10.2 VISION AND MISSION STATEMENTS

MPCSC Vision Statement:

The Marshall Prime Contractors Supplier Council 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 Marshall Prime Contractors Supplier Council'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	JoAnn Belt - Jacobs
Vice Chair	Jerrilyne Huffman – AECOM
Secretary	Kathryn Haney – United Launch Alliance
Events Coordinator	Debbie Batson – Teledyne Brown Engineering

### 10.4 COUNCIL MEMBERS

MEMBER COMPANY	MEMBER NAME	CITY/STATE	E-MAIL ADDRESS
Accenture	Jim Lanier		James.c.lanier@accenturefederal.com
Accenture	Brian Ross		brian.a.ross@accenturefederal.com
Accenture	Jenny Close	Arlington, VA	jennifer.close@accenturefederal.com
Accenture	Michael Moore	Huntsville, AL	michael.moore@accenture.com
Accenture	Malcolm Jackson		malcolm.d.jackson@accenturefederal.com
Accenture	Michael Kleeblatt		michael.kleeblatt@accenturefederal.com
Amentum	Amanda Curtis	Huntsville, AL	amanda.j.curtis@nasa.gov
Amentum	Doug Johnson	Huntsville, AL	doug.johnson@amentum.com
Amentum	Jerrilyne Huffman	Huntsville, AL	jerrilyne.g.huffman@nasa.gov
Amentum	Joni Blizzard	Chantilly, VA	joni.blizzard@acom.com
Aerojet Rocketdyne	Aileen Yates	Huntsville, AL	aileen.yates@rocket.com



<b>MEMBER COMPANY</b>	<b>MEMBER NAME</b>	<b>CITY/STATE</b>	<b>E-MAIL ADDRESS</b>
Aerojet Rocketdyne	Aileen Yates (Co-op Coordinator)	West Palm Beach, FL	aileen.yates@rocket.com
Aerojet Rocketdyne	Elliot Bostick	West Palm Beach, FL	elliott.bostick@rocket.com
Aerojet Rocketdyne	Gina Gastelum	Canoga Park, CA	georgina.gastelum@rocket.com
Alion Science and Technology	Kathy DeWeese		kdeweese@alionscience.com
ATIMetals	Jonathan Beckham		jonathan.beckham@atimetals.com
ATIMetals	Shelby Mounts	Arlington, VA	shelby.mounts@atimetals.com
Auburn Univ. Huntsville Research Center	Mike Ogles	Huntsville, AL	mike.ogles@auburn.edu
Auburn Univ. Huntsville Research Center	Rodney Robertson	Huntsville, AL	rlrobert@auburn.edu
Auburn Univ. Huntsville Research Center	Vicki Kretzschmar	Huntsville, AL	vrk0002@auburn.edu
Ball Aerospace and Technologies	Bradley Ebner	Boulder, CO	bebner@ball.com
Ball Aerospace and Technologies	Pam Byrd	Boulder, CO	pbyrd@ball.com
Battelle	Greg Sisk	Huntsville, AL	siskg@battelle.org
Battelle	Lawrence Ariel		ariel@battelle.org
Barge Design Solutions	Gene Goldman	Huntsville, AL	gagoldman@bargedesign.com
Barge Design Solutions	Jason Lowe	Huntsville, AL	jason.lowe@bargedesign.com
Barge Design Solutions	Kevin Kennoy		kevin.kennoy@bargedesign.com
Blue Origin	Antoinette Vigil		avigil@blueorigin.com
Blue Origin	Michael Lalla		mlalla@blueorigin.com
CACI	Nancy Peters	Washington, DC	npeters@caci.com
CACI	Russell Aldrich	Huntsville, AL	raldrich@caci.com
Cal Tech / Jet Prop Lab	Charles Bray, Jr.	Pasadena, CA	charles.e.bray@jpl.nasa.gov
Camber Corporation	John Brooks	Huntsville, AL	jbrooks@camber.com
CDW-G	Randy Harris	Alexandria, VA	randy.harris@cdwg.com
CDW-G	Sheryl McCurnin	Alexandria, VA	smccurnin@cdwg.com
COLSA Corporation	Byron Butler	Huntsville, AL	bbutler@colsa.com
COLSA Corporation	Cindy Kurt	Huntsville, AL	ckurt@colsa.com
COLSA Corporation	Phil Hodges	Huntsville, AL	pwhodges@colsa.com
COLSA Corporation	Robert Harris	Huntsville, AL	rsharris@colsa.com
Deloitte & Touche, LLP	H. Giovanni Carnaroli	Greenbelt, MD	gcarnaroli@deloitte.com
Deloitte & Touche, LLP	Keith Pfromer	Huntsville, AL	kpfromer@deloitte.com
Deloitte & Touche, LLP	Lisa Stangle	Huntsville, AL	lstangle@deloitte.com
Deloitte & Touche, LLP	Sharon Porter	Huntsville, AL	sharporter@deloitte.com
Dynetics	Erin Kimberlin	Huntsville, AL	erin.kimberlin@dynetics.com
Dynetics	Jennifer Delaney	Huntsville, AL	jennifer.delaney@dynetics.com
Dynetics	Matthew Stegherr	Huntsville, AL	matthew.stegherr@dynetics.com
Engility Corporation	Beth Fischer	Houston, TX	beth.fischer@engility.com
Engility Corporation	Gabe Garrett	Houston, TX	gabe.garrett@engility.com
ERC Inc.	Jennifer Damewood	Huntsville, AL	jdamewood@erc-incorporated.com
ERC Inc.	Ruby Stevens	Huntsville, AL	rubystevens@erc-uncorpoated.com

<b>MEMBER COMPANY</b>	<b>MEMBER NAME</b>	<b>CITY/STATE</b>	<b>E-MAIL ADDRESS</b>
Honeywell	Cruz Andino Vargas	Puerto Rico	cruz.andino@honeywell.com
Honeywell	Kevin Margeson	Phoenix, AZ	kevin.margeson@honeywell.com
Honeywell	David Bunn	Olathe, KS	david.bunn@honeywell.com
Honeywell	Howard Kellner		howard.kellner2@honeywell.com
Jacobs	Angela Lugo	Huntsville, AL	angela.lugo@jacobs.com
Jacobs	J.P. Martin	Montgomery, AL	j.p.martin@jacobs.com
Jacobs	JoAnn Belt	Huntsville, AL	joann.v.belt@nasa.gov
Johns Hopkins/Applied Physics Lab	Kimberly Nottage	Baltimore, MD	kimberly.nottage@jhuapl.edu
Johns Hopkins/Applied Physics Lab	Orlando Stevenson	Laurel, MD	orlando.stevenson@jhuapl.edu
Johns Hopkins/Applied Physics Lab	Rose Tringali	Baltimore, MD	rose.tringali@jhuapl.edu
KBRWyle	Bill Frink	Huntsville, AL	bill.frink@wyle.com
KBRWyle	Chemise Smith	Greenbelt, MD	csmith@sgt-inc.com
KBRWyle	Helen Lawley	Houston, TX	helen.lawley@wyle.com
KBRWyle	Jim Kukla	Houston, TX	james.kukla@wyle.com
KBRWyle	Jonianne Ridzelski-McCombs	Huntsville, AL	jonianne.ridzelski-mccombs@wyle.com
KBRWyle	Mary Armstrong	Annapolis, MD	marmstrong@sgt-inc.com
KBRWyle	Jamie Downs		jamie.downs@us.kbr.com
KBRWyle	Michele Mantello	Washington, DC	mmantello@sgt-inc.com
KBRWyle	Ron Marinzel	Washington, DC	rmarinzel@sgt-inc.com
KORD, a Sentaury Company	Donna Brown	Huntsville, AL	donna.brown@kordtechnologies.com
KORD, a Sentaury Company	Tim Smith	Huntsville, AL	timothy.smith@kordtechnologies.com
KRATOS	Cole Kupec	Huntsville, AL	cole.kupec@kratosdefense.com
L3 Harris	Thosie Varga	Greenville, TX	thosie.varga@L3Harris.com
L3 Harris	Rhonda D. Sammon	Melbourne, FL	rhonda.sammon@L3Harris.com
L3 Harris	April Fisher	San Diego, CA	April.Fisher@L3Harris.com
L3 Harris	Lyn Holden		lyn.holden@L3Harris.com
L3 Harris	Michele Tomaselli		michele.tomaselli@L3Harris.com
Leidos	Barbara Janusz	Reston, VA	barbara.w.janusz@leidos.com
Leidos	Angela Ponders		angela.ponders@leidos.com
Leidos	Brittany Woodruff	Huntsville, AL	brittany.l.woodruff@leidos.com
Leidos	Chireda Gaither	Ashburn, VA	chireda.b.gaither@leidos.com
Leidos	Denise Perkins		denise.perkins@leidos.com
Leidos	Jared Ross		jared.d.ross-2@leidos.co
Leidos	Nate Apodaca	Huntsville, AL	nathan.m.apodaca@leidos.com
Lockheed Martin	Michelle Butzke	Denver, CO	michelle.butzke@lmco.com
Lockheed Martin	Patty Pierson	Denver, CO	patricia.a.pierson@lmco.com
Lockheed Martin	Terry Abel	Huntsville, AL	terry.abel@lmco.com
Lockheed Martin	Melinda McCord	Huntsville, AL	melinda.mccord@lmco.com
ManTech	Tess (Maria) Palao	Huntsville, AL	maria.palao@mantech.com
Maxar Technologies	Camille Cassidy		camille.cassidy@maxar.com
Maxar Technologies	Carol Anderson		carol.anderson@maxar.com

Maxar Technologies	Ben Johnson	Huntsville, AL	benjamin.johnson@maxar.com
Mesa Associates, Inc.	Jennifer Moore	Knoxville, TN	jmoore@mesainc.com
Moog, Inc.	Mary Occhipinti	Huntsville, AL	mocchipinti@moog.com
Moog, Inc.	Tricia Demicke	E. Aurora, NY	tdemicke@moog.com
MTSI (Modern Technology)	Don Marinello	Huntsville, AL	don.marinello@mtsi-va.com
MTSI (Modern Technology)	Tim King	Huntsville, AL	tim.king@mtsi-va.com
Northrop Grumman Aerospace Systems	Vicky Harper-Hall	El Segundo, CA	vicky.harper-hall@ngc.com
Northrop Grumman Innovation Systems	Jenifer Scoffield	Promontory, UT	jenifer.scoffield@ngc.com
Northrop Grumman Innovation Systems	Kathi Cowdery	Greenbelt, MD	kathi.cowdery@ngc.com
Northrop Grumman Mission Systems	Rob Watson	Huntsville, AL	robert.watson@ngc.com
Oceaneering	Jeff Blanchard	Houston, TX	jblanchard@oceaneering.com
PAE	Carl Vasilko	Huntsville, AL	carl.vasilko@pae.com
Parsons	Gwen Johnson	Washington, DC	gwen.johnson@parsons.com
Parsons	Richard Waterman	El Segundo, CA	richard.waterman@parsons.com
Perspecta (formerly DXC Technology)	Deborah Jackson-Hamilton	Chantilly, VA	nasasmallbiz@ussector.com
Perspecta (formerly DXC Technology)	Jonathan McCallister	South Charleston, WV	jonathan.neil.mccallister@perspecta.com
Raytheon	JoAnne Arvizu	Tucson, AR	jnarvizu@raytheon.com
Raytheon	Judy Hardin	Huntsville, AL	judy_c_hardin@raytheon.com
SAIC, Inc.	Bruce Emerson	Huntsville, AL	bruce.g.emerson@nasa.gov
SAIC, Inc.	Kerry Webb	Huntsville, AL	kerry.p.webb@nasa.gov
SAIC, Inc.	Leann Scheiman	Huntsville, AL	leann.w.scheiman@saic.com
SAIC, Inc.	Rita Brooks		rita.brooks@saic.com
Sanmina SCI	Malcolm Mason		malcolm.mason@sci.com
SCI	Heather Strickland	Huntsville, AL	heather.stricklin@sci.com
SCI	Elizabeth Jenkins	Huntsville, AL	elizabeth.jenkins@sci.com
Sierra Nevada Corporation	Velinda Highfill	Sparks, NV	velinda.highfill@sncorp.com
Smithsonian Institution	Joseph Lendall	Cambridge, MA	jlendall@cfa.harvard.edu
Southern Research	Kimberly Terry	Birmingham, AL	kterry@southernresearch.org
Southwest Research Institute	Eva Carpenter	San Antonio, TX	eva.carpenter@swri.org
Southwest Research Institute	Gregory Fletcher		gregory.fletcher@swri.org
SpaceX	Brian Schepis	Los Angeles, CA	brian.schepis@spacex.com
Teledyne Brown Engineering	Debbie Batson	Huntsville, AL	debbie.batson@tbe.com
The Boeing Co.	Bradley Bruce	Huntsville, AL	bradley.p.bruce@boeing.com
The Boeing Co.	Diane Sterling	Huntsville, AL	diane.f.sterling@boeing.com
The Boeing Co.	Doug Woodson	Huntsville, AL	douglas.e.woodson@boeing.com
The Boeing Co.	Mark Clem	Huntsville, AL	mark.a.clem@boeing.com
Unisys	Alecia Hall	Reston, VA	alecia.hall@unisys.com
United Launch Alliance	Dayna Blankenship	Trinity, AL	dayna.s.blankenship@ulalaunch.com
United Launch Alliance	Kathryn Haney	Centennial, CO	kathryn.m.haney@ulalaunch.com

MEMBER COMPANY	MEMBER NAME	CITY/STATE	E-MAIL ADDRESS
University of Arizona	Nick Dugan	Tucson, AZ	cfduagan@email.arizona.edu
University of Arizona	Beth Lopez	Tucson, AZ	bethlope@email.arizona.edu
World Wide Technology, Inc.	Teanna Jones-Dixon	Arlington, VA	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/>
- ▶ Beta SAM at <https://beta.sam.gov>
- ▶ NASA Office of Small Business Program at <http://osbp.nasa.gov/>
- ▶ NASA Vendor Database at <https://vendors.nvdb.nasa.gov/>
  - 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:

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 local and regional Small Businesses to: play a vital role in the future of space exploration, and specifically develop services, technologies, and manufacturing in support of the Marshall Space Flight Center mission.

### Mission Statement

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

## 11.3 2018/2019 OFFICERS

Chair	Curtis Taylor – Linc Research
Vice Chair	Lee Ann Hunt – Victory Solutions, Inc.
Secretary	Cheryl Webb – Seventh Sense Consulting
Events Coordinator	Tracy Lamm - MTS

## 11.4 COUNCIL MEMBERS

MEMBER COMPANY	CLASSIFICATION	DIRECT CONTRACT
Accura Rosser JV, LLC	WOSB, HUBZone	NNM17AA04C
Acuity Edge, Inc.	SDB, HUBZone	80MSFC18C0040
A.I.Signal Research	SB	Member at large
Aerie Aerospace, LLC	EDWOSB/8(a)	NNM08AA20C
Aetos Systems	EDWOSB/8(a)	NNM12AA45C
AllPoints Logistics, LLC	SD VOSB	NNM16AA01C
Al-Razaq Computing Services	SDB	NNM11AA30C
Analytical Services	SDB	GSA BPA
AQuate Corporation	SB	NNM13AA21C
Avista Strategies	WOSB	Member at large
Bastion Technologies	SDB	NNM07AA74C
Cepeda Systems & Software Analysis	SDB/8(a)/WOSB	NNM09AA62T
CFD Research Corporation		80MSFC19M0006
Chugach Industries	SDB/8(a)	Previous contract holder
Davidson Technologies	SDVO SB	GSA BPA
Deltha-Critique	SDB/8(a)	NNM08AA28C
D P Associates	SDB	NNM11AA01D
Dynamic Concepts, Inc.	SB	GSA BPA
Dynetics	SB	NNM10AA03C
Excalibur Associates	VOSB	Previous contract holder
Frontier Aerospace	SB	80MSFC19C0020
GAN & Associates	SDB/8(a)	8(a) IDIQ

<b>MEMBER COMPANY</b>	<b>CLASSIFICATION</b>	<b>DIRECT CONTRACT</b>
Gana A'Yoo	SDB/8(a)/HUBZone	Previous contract holder
Geocent, LLC		NNM13AD36D
Great Southern Engineering	EDWOSB	NNM11AA25C
Hanks, Hanks and Associates, LLC	SDB/WOSB	NNM08AA28C
HCI Management Services, Co.	SDB/HUBZone	NNM16AA17C
HPM Corporation	WOSB	Previous contract holder
Infinite Systems and Solutions		
InoMedic Health Applications, Inc.	SDB/SDVO SB	80MSFC19D0022
IPC - a wholly owned subsidiary of InterFuze	SB/SDB/8(a)/HUBZone	Previous contract holder
KAYA Associates	SDB/8(a)	Previous contract holder
K.S. Ware & Associates, LLC	SB/SDB/WOSB	NNM17AA11C
L&M Technologies, Inc.	SB/WOSB	80MSFC18A0001
Linc Research	SB	NNM17AA13C
Made in Space	SB	NNM17AA02C
MTS	VOSB	GSA BPA
Noreas	8(a)	NNM17AA41C
Optical Sciences	SB	NNM08AA62C
Quadrus Corporation	HUBZone/SDB	NNM09AA01B
Radiance Technologies	SB	NNM13AA34C
SEI Group	SB/SDB/8(a)	Previous contract holder
Security Walls, LLC	SB/SDB/WOSB	NNM17AA25C
Sigmatech	SB	NNM08AA53C
Sumaria	SB	GSA BPA (MIPS)
Tec-Masters, Inc.	SB	GSA BPA
Total Solutions, Inc.	SDB/8(a)/WOSB	NNM08AA00B
Victory Solutions, Inc.	EDWOSB/SDVO	GSA BPA
Will Technology	EDWOSB/8(a)	NNM07AA77C

## **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](http://www.nasa.gov/marshall)

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