

National Aeronautics and Space Administration



# NASA/MARSHALL SPACE FLIGHT CENTER

## SMALL BUSINESS MARKETING GUIDE

Revised December 30, 2021



## **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 2021 budget projection of approximately \$3.8 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 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	202-358-4903	<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>
Naeemah Lee	Program Specialist	202-358-1367	<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	Arc-smallbusiness@mail.nasa.gov
Armstrong Flight Research Center	Christine Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
Glenn Research Center	Eunice Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
Goddard Space Flight Center	Jennifer Perez Sholainka Martyn Kandace Chappell Djaataa Onanuga	301-286-4379 301-286-4679 301-286-8136 301-286-9083	Gsfc-smallbusiness@mail.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	Smallbusiness.programsoffice@jpl.nasa.gov
Johnson Space Center	Rob Watts Monica Craft Tumarow Romain	281-244-5811 281-483-4134 281-244-2824	Jsc-smallbusiness@mail.nasa.gov
Kennedy Space Center	Joyce McDowell Natalie Colvin Laurie Boehm	321-867-3437 321-867-4773 321-867-7353	Ksc-smallbusiness@mail.nasa.gov
Langley Research Center	Robert Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
Marshall Space Flight Center	David Brock Chip Jones Esther Veras Cheryl Webb Jan Matthews	256-544-0267 256-544-2701 256-544-8816 256-544-6263 256-961-2387	Msfc-smallbusiness@mail.nasa.gov
NASA Management Office	Rick Ellerbe	818-354-2595	Chanrick.m.ellerbe@nasa.gov
NASA Shared Services Center	Troy Miller	228-813-6558	Nssc-smallbusiness@mail.nasa.gov
Stennis Space Center	Kay Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov

## 2.3 MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	PHONE NO.:	E-MAIL ADDRESS
David Brock	Small Business Specialist	256-544-0267	david.e.brock@nasa.gov
Esther Veras	Seventh Sense Consulting, Contract Administrator	256-544-8816	esther.veras@nasa.gov
Cheryl Webb	Seventh Sense Consulting, Contract Administrator	256-544-6263	cheryl.l.webb@nasa.gov
Jannifer Matthews	Contract Specialist	256-961-2387	jannifer.l.matthews@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 4260, Room 155. 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	ED/04 Manuel (Manny) Diaz	305-775-5469	manuel.j.diaz@nasa.gov
Human Exploration Development & Operations Office	HP10/Rajiv Doreswamy HP30/Karen Stephens	256-544-7903 256-544-3962	rajiv.doreswamy@nasa.gov karen.l.stephens@nasa.gov
Materials & Processes Lab	EM01/Freida Lowery	256-544-2507	freida.s.lowery@nasa.gov
Michoud Assembly Facility	Vacant		
Office of Center Operations	AS02/Melvin Mckinstry AS02/Mary Poe	256-544-9595 256-544-8220	melvin.d.mckinstry@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	Vacant		
Space Systems Department	ES01/Tracey Reed	256-544-5691	tracey.j.reed@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	Todd Taylor	256-919-7807	todd.g.taylor@nasa.gov
Technology Transfer Lead	Sammy Nabors	256-544-5226	sammy.nabors@nasa.gov

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

NASA CENTER	SBIR/STTR MANAGERS	PHONE NO.:	E-MAIL ADDRESS
Ames Research Center	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 Quenton Bonds	301-286-1833 301.286.7083	joe.famiglietti@nasa.gov quenton.bonds@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 Jannifer Matthews	256-544-1666 256-961-2387	gwenevere.l.jasper@nasa.gov 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 and the Federal Bureau of Investigation located on or near the Redstone Arsenal. Combined, annual Federal Government spending makes it one of the largest Federal Government buying centers in the United States. Small businesses interested in the MSFC marketplace are encouraged to visit each of these commands. Contacts at each location are contained in the table below.

### 2.7.2 CONTACTS

COMMAND	CONTACT	PHONE NO.:	E-MAIL ADDRESS
<b>Army Materiel Command (AMC)</b>	Thaddeus Martin (Director)	256-450-6590	thaddeus.l.martin.civ@mail.mil
<b>Defense Logistics Agency (DLA)</b>	Trish Kimble Beth Lamothe	256-876-1576 256-924-7903	patricia.kimble@dla.mil elizabeth.lamothe@dla.mil
<b>Federal Bureau of Investigation (FBI) Small Business Programs</b>	Barbara Clouser Tammy Clark	304-625-6061	baclouser@fbi.gov tjclark2@fbi.gov

<b>COMMAND</b>	<b>CONTACT</b>	<b>PHONE NO.:</b>	<b>E-MAIL ADDRESS</b>
<b>HQ Army Contracting Command Office of Small Business Programs (ACC)</b>	Helen M. Austin	256-955-8742	helen.m.austin.civ@mail.mil
<b>Missile Defense Agency (MDA)</b>	Nancy Small (Director) Jerrol Sullivan (Deputy Director)	256-450-2872	nancy.small@mda.mil jerrol.sullivan@mda.mil jessica.middleton.ctr@mda.mil (Jessica Middleton – Administrative Assistant)
<b>U.S. Army Aviation &amp; Missile Command (AMCOM)</b>	Christopher Evans (Director) Debra Wood (Asst. Director)	256-842-6234 256-876-0921	christopher.a.evans.civ@mail.mil debra.r.wood2.civ@mail.mil
<b>U.S. Army Engineering &amp; Support Center Corps of Engineers (USACE)</b>	Rebecca Goodsell Nicole Boone Brandy Percell Betty Guillot	256-895-1385 256-895-1050 256-895-1958 256-895-5487	rebecca.goodsell@usace.army.mil nicole.c.boone@usace.army.mil brandy.n.percell@usace.army.mil betty.j.guillot@usace@army.mil
<b>U.S. Army Space and Missile Defense Command (USASMDC)</b>	Austin David Wall		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	John Erdmann	615-848-8942	jerdmann@aptac-us.org
The Catalyst Center for Business & Entrepreneurship (formerly WBCNA)	Lisa Davis Mays	256-428-8190	lisa.mays@catalystcenter.org
General Services Administration Federal Acquisition Services	Chanda Tallman	256-924-8556	chanda.tallman@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

<b>ORGANIZATION</b>	<b>CONTACT</b>	<b>PHONE NO.:</b>	<b>E-MAIL ADDRESS</b>
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 Assistance Center	Jerry Ellison	256-348-1687	jerry.ellison@uah.edu
University of Alabama Huntsville Small Business Development Center	Hilary Claybourne	256-824-6422	hilary.claybourne@uah.edu
North Alabama Procurement Technical Assistance 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 (USACE)- Mobile District	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

<b>ORGANIZATION</b>	<b>WEBSITE</b>
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="https://www.gsa.gov/about-us/organization/federal-acquisition-service">https://www.gsa.gov/about-us/organization/federal-acquisition-service</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="https://www.jsu.edu/sbdc/">https://www.jsu.edu/sbdc/</a>
Service Corps of Retired Executives (Score)	<a href="https://www.score.org/">https://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="https://catalystcenter.org/about-us/projects/techrich">https://catalystcenter.org/about-us/projects/techrich</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>





3.2.4 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  
NNM16AA12C: SLS RL-10 Engine

3.2.5 All Native Synergy  
Winnebago, NE

Contact: Chris Francis                      cfrancis@allnativegroup.com                      719-323-5285

Contract:

80MSFC19D0024: Custodial and Refuse Collection Services

3.2.6 All Points Logistics, LLC (SB, SDVO SB)  
Marshall Space Flight Center, AL

Contacts:

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

Contract:

NNM16AA01C: MSFC Information Technology Services (MITS) II

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

Contacts:

Jill Curtis	amanda.j.curtis@nasa.gov	256-544-7991
Doug Johnson	doug.h.johnson@amentum.com	256-585-6892

Contract:

80MSFC17C0007: Facilities Operations and Maintenance Support Services

3.2.8 Arizona State University  
Tempe, AZ

Contact: Laura Craft                      laura.craft@asu.edu                      480-965-5082

Contract:  
NNM16AA09C: Psyche Journey to Metal World

3.2.9 Ball Aerospace  
Boulder, CO

Contact:  
Poonam Richardet                      [poonam.richardet@ballaerospace.com](mailto:poonam.richardet@ballaerospace.com)                      303-378-3143

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

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

Contact:  
Anita F. Renteria                      anita.renteria@barrios.com                      281-280-1968

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

3.2.11 Bastion Technologies (SB, SDB)  
Marshall Space Flight Center, AL

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

Contract:  
80MSFC18C0005: Safety and Mission Assurance Support Services

3.2.12 Blue Origin  
Kent, WA

Contact:  
Vanessa McKenzie                      vmckenzie@blueorigin.com                      253-437-9300 ext. 19187

Contract:  
80MSFC21CA015: Lunar Lander Concept

3.2.13 CeleraPro, LLC (SB, HUBZone)  
Reston, VA

Contact:  
Remo Perini                                      remo@celerapro.com                                      571-239-4900

Contract:  
80MSFC21DA004: Center Administrative Support Services II (CASS II)

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

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

Contract:  
80MSFC20A0002: Engineering Support for MSFC

3.2.15 Clarivate Analytics LLC  
Philadelphia, PA

Contact: Craig Wells                      craig.wells@clarivate.com                      910-515-9311

Contract:  
80MSFC20C0042: NASA Technical Standards Services (NTSS)





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:  
80MSFC20D0007: Computer Operations and Building Automation (COBA) Services

3.2.26 Lockheed Martin Corporation  
Huntsville, AL

Contact:  
Allison Bauer                      Allison.a.bauer@lmco.com                      303-977-9647

Contract:  
NNM07AA01C: Focal Plane Solar B Phase E  
80MSFC21CA017: Lunar Lander Concept  
80MSFC21CA001: Tipping Point Cryogenic Demonstration Mission  
NNH15CN70C: NextStep Gateway

3.2.27 Logical Innovations, Inc.  
Houston, TX

Contact:  
Denise S. Navarro                      dnavarro@logical-i2.com                      281-460-5840

Contract:  
NNJ16RN22C: Business Management Services

3.2.28 Media Fusion LLC (SB, SDB)  
Huntsville, AL

Contact:  
Richard Williams                      richard@fusiononline.com                      256-532-3874 x4210

Contract:  
80MSFC21D0011: Strategic Research Analysis, Communication, and Exhibit Services  
(SRACES)

3.2.29 Moog, Inc.  
East Aurora, NY

Contact:  
Lauri Wierzbicki                      lwierzbicki@moog.com                      716-989-9307

Contract:  
80MSFC21CA006: Preliminary Design and Analysis of Mechanical Ground Support  
Equipment in Support of Athena

3.2.30 MTS  
Huntsville, AL

Contact:  
Keith Hefner    Keith.hefner@mts-usa.com                      256-890-9090

Contract:  
80MSFC21DA007: Program Planning and Control

3.2.31 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

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

Contact:

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

Contract:

NNM07AA75C: SLS Booster Element  
80MSFC20D0008: Booster Element Contract  
80MSFC21CA018: Lunar Lander Concept  
80MSFC21C0010: Mars Ascent Propulsion System

3.2.33 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)

3.2.34 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)

3.2.35 Security Walls, LLC (SB, SDB, WOSB)  
Marshall Space Flight Center, AL

Contact:

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

Contract:

NNM17AA25C: Protective Services at Michoud Assembly Facility and MSFC







3.2.44 United Launch Alliance (ULA)  
Centennial, CO

Contact:  
Patricia Beck                      patricia.c.beck@ulalaunch.com                      303-269-5670

Contracts:  
80MSFC21C0009: NASA Tipping Point  
NNM12AA82C: SLS Interim Cryogenic Propulsion Stage (Subcontractor to Boeing)  
80MSFC21CA0004: Cryogenic Smart Propulsion

3.2.45 University of Arizona  
Tuscan, AZ

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

Contract:  
NNM10AA11C: OSIRIS-REX Asteroid Sample Return Mission  
80MSFC20C0045: Near Earth Object Surveillance Mission

3.2.46 Victory Solutions, Inc.  
Huntsville, AL

Contact:  
Pete Rodriguez                      pete.rodriguez@v-s-inc.com                      256-895-2867

Task Orders:  
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.
*12/31/2021	Aerie Aerospace, LLC	NNM15AA19C	Marshall Engineering Technician & Trade Support	541712	\$331M	8(a) Competition
*12/31/2021	Victory Solutions	NNM13AA66T	Configuration Management & Data Management	541712	\$102M	GSA SB Reserve
*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	\$47M	SB Set-Aside
07/11/2023	Acuity Edge	80MSFC18C0040	Technology Commercialization and Licensing Support	541990	\$1.8M	HUBZone SB Sole Source
08/31/2023	All Native Synergy	80MSFC19D0024	Custodial and Refuse Collection Services	561720	\$20M	8(a) Tribally Owned Sole Source
1/31/2024	LinTech Global Inc.	80MSFC20D0007	Center Operations and Building Automation (COBA)	541513	\$8.4M	GSA 8(a) Stars competition
08/15/2024	Clarevate Analytics LLC	80MSFC20C0042	NASA Technical Standards	518210	\$7M	Full & Open
09/30/2024	InoMedic Health Applications, Inc.	80MSFC19D0022	Occupational Health Services	561210	\$14M	SB Set-Aside
01/31/2025	Cepeda Systems & Software Analysis	80MSFC20A0002	Engineering Support for (MSFC) Engineering Directorate's Space Systems Depart. And Other MSFC Departments, Directorates and Offices (ESMSFC)	541330	\$24M	GSA HUBZone SB set-aside
POP EXPIRES	INCUMBENT	CONTRACT	TITLE	NAICS CODE	POTEN. VALUE	PREVIOUS COMP.

06/30/2025	Amentum	80MSFC17C0007	Facility Operations Maintenance Support Services	561210	\$446M	Full & Open
09/30/2025	Media Fusion	80MSFC21D0011	Strategic Research and Analysis, Communication, and Exhibit Services	541715	\$58M	SB set-aside
10/31/2025	Bastion Technologies	80MSFC18C0005	Safety & Mission Assurance Support Services	541712	\$266M	SB Set-Aside
11/30/2025	Jacobs	80MSFC18C0011	Engineering Services and Science Capability Augmentation	541712	\$1,205M	Full & Open
08/31/2026	CeleraPro LLC	80MSFC21DA004	Center Administrative Services	541611	\$21M	HUBZone SB Set-Aside
08/31/2026	MTS	80MSFC21DA007	Program Planning and Control	541715	\$529M	SB Set-Aside
08/31/2026	L&M Technologies	80MSFC18A0001	Logistics Services	561210	\$98M	GSA Logworld SB Set-Aside
11/30/2026	Optical Sciences	80MSFC22DA006	Specialized Data Analysis	541715	\$6M	SB Set-Aside
4/15/2029	Barrios Technology Ltd.	80MSFC21D0009	Consolidated Program Support Service Project Coordination	541715	\$228M	WOSB 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
CODE	TITLE	STANDARD

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 navigation tool to access forecasted acquisitions Agency wide or by Center. The new AFT portal can be accessed directly at the following link:

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

### **7.3 NASA OFFICE OF SMALL BUSINESS (OSBP) MOBILE APPLICATION**

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

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

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

## **8.0 VENDOR REGISTRATION**

### **8.1 NASA VENDOR DATABASE**

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

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

### **8.2 MSFC SMALL BUSINESS WEB-BASED DIRECTORY**

## 8.2.1 BACKGROUND

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

## 9.0 NASA MENTOR PROTÉGÉ PROGRAM

### 9.1 INTRODUCTION

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

### 9.2 NASA APPROVED MENTORS

Mentor Name	Mentor POC	Phone No.	E-mail Address
a.i. Solutions, Inc.	B. Steve Owens	321-867-0670	steve.owens@ai-solutions.com
AECOM	Shawn Ralston	703-559-1338	shawn.ralston@aecom.com
Bastion Technologies, Inc.	Kim Whitson	256-585-5150	kwhitson@bastiontechnologies.com
Bechtel National, Inc.	Lisa Tribuce-Leoung Tat	703-429-6261	ljtribuc@bechtel.com
CSRA, LLC	Bruce Moore	256-947-5033	bruce.moore@gdit.com
Deloitte & Touche, LLP	Victoria Vo	703-585-3946	vicvo@deloitte.com
Enterprise Services, LLC	Jeff Henderson	703-736-4015	jeff.henderson@perspecta.com
Hamilton Sundstrand Space System International, Inc.	Mark Beardslee	860-654-6897	mark.beardslee@utas.utc.com
Honeywell International, Inc. (Aerospace-Glendale)	Cruz Andino Vargas	787-658-2289	cruz.andino@honeywell.com
Jacobs Technology, Inc	JoAnn Belt	256-961-1769	joann.v.belt@nasa.gov
Jones Edmunds & Associates, Inc.	Douglas Toth, PhD., PE	352-258-8816	dtoth@jonesedmunds.com
Leidos Innovations Corporation	Chireda Gaither	571-526-6026	chireda.b.gaither@leidos.com
LJT & Associates, Inc.	Matthew Kilroe	443-283-2500	TBD
Lockheed Martin	Orysia Buchan	315-456-3018	orysia.d.buchan@lmco.com
Mentor Name	Mentor POC	Phone No.	E-mail Address



Northrop Grumman	Jenifer Scoffield	435-863-2017	jenifer.scoffield@ngc.com
PAE Applied Technologies, LLC	Stephen Bettrel	281-224-5874	stephen.p.brettel@nasa.gov
Peraton, Inc.	Willie Franklin	303-815-6214	wfrank01@peraton.com
Raytheon Company	Crystal King	571-250-3725	crystal_1_king@raytheon.com
Science Applications International Corporation (SAIC)	Bruce Emerson Rita Brooks	256-544-8547 571-203-6832	bruce.g.emerson@nasa.gov marguerite.brooks@saic.com
Sierra Lobo, Inc.	Chuck Stidham	567-401-1051	cstidham@sierralobo.com
Southwest Research Institute	Eva Carpenter	210-522-2237	eva.carpenter@swri.org
Teledyne Brown Engineering, Inc.	Debbie Batson	256-726-1393	debbie.batson@teledyne.com
The Boeing Company	Christina Washington Tina Wang	314-610-0311	christina.m.washington@boeing.com tina.t.wang@boeing.com
Wyle Laboratories, Inc. d/b/a/ KBRWyle	Gracie Orr Jaime Downs	832-205-6982 281-853-5027	gracie.orr@us.kbr.com jamie.downs@us.kbr.com

### 9.3 MSFC PAST AND CURRENT MENTOR PROTÉGÉ AGREEMENTS

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	MSI	NNM12AA29C	12 Months
MENTOR	PROTÉGÉ	PROTÉGÉ CLASSIFICATION	CONTRACT	AGREEMENT LENGTH

The Boeing Co.	AMRO Fabricating Corp.	WOSB	NNM07AB03C	36 Months
The Boeing Co.	Orion Propulsion	SBIR Phase II	Ares Production	18 Months
The Boeing Co.	Southern University and A&M College	HBCU/MI	NNM07AB03C	24 Months
URS Federal Services, Inc., An AECOM Company	Seabrook Solutions, LLC.	Native American, EDWOSB	NNM08AA54C	25 Months

## 10.0 MARSHALL PRIME CONTRACTORS SUPPLIER COUNCIL (MPCSC)

### 10.1 INTRODUCTION

The MPCSC was established in January 2003. The council is comprised of more than 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 MPCSC supports the objectives of the National Aeronautics & Space Administration (NASA) Office of Small Business Programs by creating an environment that promotes best practices among MSFC prime contractors, ultimately strengthening the industrial base, promoting diversity and enhancing aerospace research and development.

MPCSC Mission Statement:

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

### 10.3 MPCSC OFFICERS

Chair	Kerry Webb - SAIC
Vice Chair	Jennifer Delaney - Leonardo
Secretary	Jerrilyne Huffman – Amentum
Events Coordinator	Debbie Batson – Teledyne Brown Engineering

### 10.4 COUNCIL MEMBERS

MEMBER COMPANY	CONTACT	E-MAIL ADDRESS
Accenture	Jim Lanier	james.c.lanier@accenturefederal.com
Accenture	Brian Ross	brian.a.ross@accenturefederal.com
Accenture	Michael Moore	michael.moore@accenture.com
MEMBER COMPANY	CONTACT	E-MAIL ADDRESS
Accenture	Malcolm Jackson	malcolm.d.jackson@accenturefederal.com

Accenture	Michael Kleeblatt	michael.kleeblatt@accenturefederal.com
Amentum	Amanda Curtis	amanda.j.curtis@nasa.gov
Amentum	Doug Johnson	doug.johnson@amentum.com
Amentum	Jerrilynne Huffman	jerrilynne.g.huffman@nasa.gov
Aerojet Rocketdyne	Aileen Yates	aileen.yates@rocket.com
Aerojet Rocketdyne	Elliot Bostick	elliot.bostick@rocket.com
Aerojet Rocketdyne	Gina Gastelum	georgina.gastelum@rocket.com
Alion Science and Technology	Kathy DeWeese	kdeweese@alionscience.com
ATIMetals	Jonathan Beckham	jonathan.beckham@ATImetals.com
ATIMetals	Shelby Mounts	shelby.mounts@AtiMetals.com
Auburn Univ. Huntsville Research Center	Rodney Robertson	rlrobert@auburn.edu
Auburn Univ. Huntsville Research Center	Vicki Kretschmar	vrk0002@auburn.edu
Ball Aerospace and Technologies	Poonam Richardet	poonam.richardet@ballaerospace.com
Barge Design Solutions	Gene Goldman	gagoldman@bargedesign.com
Barge Design Solutions	Jason Lowe	jason.lowe@bargedesign.com
Blue Origin	Vanessa McKenzie	vmckenzie@blueorigin.com
CACI	Nancy Peters	npeters@caci.com
CACI	Russell Aldrich	raldrich@caci.com
Cal Tech / Jet Prop Lab	Charles Bray, Jr.	charles.e.bray@jpl.nasa.gov
CDW-G	Randy Harris	randy.harris@cdwg.com
CDW-G	Sheryl McCurnin	smccurnin@cdwg.com
COLSA Corporation	Byron Butler	bbutler@colsa.com
COLSA Corporation	Cindy Kurt	ckurt@colsa.com
COLSA Corporation	Ted Martin	tmartin@colsa.com
COLSA Corporation	Robert Harris	rsharris@colsa.com
Deloitte & Touche, LLP	H. Giovanni Carnaroli	gcarnaroli@deloitte.com
Deloitte & Touche, LLP	Keith Pfromer	kpfromer@deloitte.com
Deloitte & Touche, LLP	Lisa Stangle	lstangle@deloitte.com
Deloitte & Touche, LLP	Sharon Porter	sharporter@deloitte.com
Deloitte & Touche, LLP	Victoria Vo	vicvo@deloitte.com
Draper Labs	David Petricone	dpetricone@draper.com
Draper Labs	Linda Connell	lconnell@draper.com
Dynetics	Lana Uchitel	Lana.uchitel@dynetics.com
Engility Corporation	Beth Fischer	beth.fischer@engility.com
Engility Corporation	Gabe Garrett	gabe.garrett@engility.com
ERC Inc.	Jennifer Damewood	jdamewood@erc-incorporated.com
ERC Inc.	Kristian Hasse	khasse@erc-uncorpoated.com
Hargrove	Juli Maniscalco	jmaniscalco@hargrove-epc.com
Hargrove	Ley Curl	lcurl@hargrove-epc.com
Hargrove	Zach Martin	zmartin@hargrov-epc.com
Hill Technical Solutions	Donald Monell	donald.monell@hilltechnicalsolutions.com
Hill Technical Solutions	Mick McGuire	mick.mcguire@hilltechnicalsolutions.com
<b>MEMBER COMPANY</b>	<b>CONTACT</b>	<b>E-MAIL ADDRESS</b>
Honeywell	Cruz Andino Vargas	cruz.andino@honeywell.com

Honeywell	Kevin Margeson	kevin.margeson@honeywell.com
Honeywell	David Bunn	david.bunn@honeywell.com
Honeywell	Howard Kellner	howard.kellner2@honeywell.com
Jacobs	J.P. Martin	j.p.martin@jacobs.com
Jacobs	JoAnn Belt	joann.v.belt@nasa.gov
Jacobs	Jason Glasgow	Jason.glasgow@jacobs.com
Johns Hopkins/Applied Physics Lab	Kimberly Nottage	kimberly.nottage@jhuapl.edu
Johns Hopkins/Applied Physics Lab	Orlando Stevenson	orlando.stevenson@jhuapl.edu
Johns Hopkins/Applied Physics Lab	Rose Tringali	rose.tringali@jhuapl.edu
KBRWyle	Bill Frink	bill.frink@wyle.com
KBRWyle	Helen Lawley	helen.lawley@wyle.com
KBRWyle	Jim Kukla	james.kukla@wyle.com
KBRWyle	Jonnianne Ridzelski-McCombs	jonnianne.ridzelski-mccombs@wyle.com
KBRWyle	Mary Armstrong	marmstrong@sgt-inc.com
KBRWyle	Jamie Downs	jamie.downs@us.kbr.com
KBRWyle	Michele Mantello	mmantello@sgt-inc.com
KBRWyle	Ron Marinzal	rmarinzal@sgt-inc.com
KBRWyle	Gracie Orr	gracie.orr@us.kbr.com
KORD, a Centauri Company	Donna Brown	donna.brown@kordtechnologies.com
KORD, a Centauri Company	Tim Smith	timothy.smith@kordtechnologies.com
KORD, a Centauri Company	Nathan Russell	nathan.russell@centauricorp.com
KRATOS	Cole Kupec	cole.kupec@kratosdefense.com
L3 Harris	Thosie Varga	thosie.varga@L3Harris.com
L3 Harris	Rhonda D. Sammon	rhonda.sammon@L3Harris.com
L3 Harris	April Fisher	april.fisher@L3Harris.com
L3 Harris	Lyn Holden	lyn.holden@L3Harris.com
L3 Harris	Michele Tomaselli	michele.tomaselli@L3Harris.com
Leidos	Brittany Woodruff	brittany.l.woodruff@leidos.com
Leidos	Chireda Gaither	chireda.b.gaither@leidos.com
Leidos	Denise Perkins	denise.perkins@leidos.com
Leidos	Jared Ross	jared.d.ross-2@leidos.co
Leidos	Nate Apodaca	nathan.m.apodaca@leidos.com
LMI	Dan Harris	dan.harris1977@outlook.com
LMI	C. James Head	chead@lmi.org
Lockheed Martin	Patty Pierson	patricia.a.pierson@lmco.com
Lockheed Martin	Allison Bauer	allison.a.bauer@lmco.com
Lockheed Martin	Terry Abel	terry.abel@lmco.com
Lockheed Martin	Melinda McCord	melinda.mccord@lmco.com
Lockheed Martin	Tracy Lamm	tracy.l.lamm@lmco.com
ManTech	Tess (Maria) Palao	maria.palao@mantech.com
Maxar Technologies	Camille Cassidy	camille.cassidy@maxar.com
Maxar Technologies	Kimberly Regensberg	kimberly.regensberg@maxar.com
Maxar Technologies	Ben Johnson	benjamin.johnson@maxar.com
<b>MEMBER COMPANY</b>	<b>CONTACT</b>	<b>E-MAIL ADDRESS</b>
Maxar Technologies	Jennifer Santoro	jennifer.Santoro@maxar.com

Mesa Associates, Inc.	Jennifer Moore	jmoore@mesainc.com
Moog, Inc.	Mary Occhipinti	mocchipinti@moog.com
Moog, Inc.	Lauri Wierzbicki	lwierzbicki@moog.com
MTSI (Modern Technology)	Don Marinello	don.marinello@mtsi-va.com
MTSI (Modern Technology)	Tim King	tim.king@mtsi-va.com
Northrop Grumman Aeronautics Systems	Vicky Harper-Hall	vicky.harper-hall@ngc.com
Northrop Grumman Space System	Jenifer Scoffield	jenifer.scoffield@ngc.com
Northrop Grumman Mission Systems	Rob Watson	robert.watson@ngc.com
PAE	Carl Vasilko	carl.vasilko@pae.com
Parsons	Gwen Johnson	gwen.johnson@parsons.com
Parsons	Richard Waterman	richard.waterman@parsons.com
Peraton	Willie Franklin	wfrank01@peraton.com
Perspecta (formerly DXC Technology)	Deborah Jackson- Hamilton	nasasmallbiz@uspsector.com
Perspecta (formerly DXC Technology)	Jonathan McCallister	jonathan.neil.mccallister@perspecta.com
Perspecta (formerly DXC Technology)	Laurel Johnson	laurel.johnson@perspecta.com
Raytheon	JoAnne Arvizu	jnarvizu@raytheon.com
SAIC, Inc.	Bruce Emerson	bruce.g.emerson@nasa.gov
SAIC, Inc.	Kerry Webb	kerry.p.webb@nasa.gov
SAIC, Inc.	Leann Scheiman	leann.w.scheiman@saic.com
SAIC, Inc.	Marty Alverson	samuel.m.alverson@saic.com
SAIC, Inc.	Rita Brooks	rita.brooks@saic.com
Sanmina SCI	Malcolm Mason	malcolm.mason@sci.com
SCI	Elizabeth Jenkins	elizabeth.jenkins@sci.com
SevlTech	Joseph Re	joe.re@sevltech.com
Sierra Space	Velinda Highfill	velinda.highfill@sncorp.com
Smithsonian Institution	Joseph Lendall	jlendall@cfa.harvard.edu
Southern Research	Kimberly Terry	kterry@southernresearch.org
Southern Research	Bill Stumper	wstumper@southernresearch.org
Southwest Research Institute	Eva Carpenter	eva.carpenter@swri.org
Southwest Research Institute	Gregory Fletcher	gregory.fletcher@swri.org
SpaceX	Brian Schepis	brian.schepis@spacex.com
SpaceX	Attila Vitez	attila.ruellvitez@spacex.com
SpaceX	Vibhor Jain	vibhor.jain@spacex.com
Teledyne Brown Engineering	Debbie Batson	debbie.batson@tbe.com
The Boeing Co.	Bradley Bruce	bradley.p.bruce@boeing.com
The Boeing Co.	Toni Hall	toni.b.hall@boeing.com
Trax International Corp.	Susan Rock	srock@traxintl.com
Trax International Corp.	Elizabeth Booker	ebooker@traxintl.com
Trax International Corp.	Joelle Shreves	jshreves@traxintl.com
Unison Industries	Leslie Leon	leslie.leon@unisonindustries.com
Unison Industries	Brendon Mee	brendon.mee@unisonindustries.com
<b>MEMBER COMPANY</b>	<b>CONTACT</b>	<b>E-MAIL ADDRESS</b>
Unisys	Alecia Hall	alecia.hall@unisys.com

United Launch Alliance	Dayna Blankenship	dayna.s.blankenship@ulalaunch.com
United Launch Alliance	Jakob Haun	jakob.t.haun@ulalaunch.com
United Launch Alliance	Patricia Beck	patricia.c.beck@ulalaunch.com
University of Arizona	Nick Dugan	cfdugan@email.arizona.edu
University of Arizona	Beth Lopez	bethlope@email.arizona.edu
World Wide Technology, Inc.	Teanna Jones-Dixon	teanna.jones@wwt.com

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

Pre-Marketing Suggestions

Know the Company you are targeting

- ▶ Understand their customers

Be Prepared:

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

Marketing Introduction

Keep the meeting brief

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

Will a nondisclosure agreement be required?

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

Provide a concise overview of your business and who referred you

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

- ▶ Develop strategic alliance:
  - Understand the communication preference

#### Responding to a Customer

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

#### Responding to Specific RFP's

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

#### Resource Websites:

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

- Procurement Technical Assistance Centers at:

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

#### Desirable Subcontracting Attributes

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

#### Final Steps:

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

## **11.0 SMALL BUSINESS EXECUTIVE LEADERSHIP TEAM**

### **11.1 INTRODUCTION**

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



## 11.2 VISION AND MISSION STATEMENTS

### Vision Statement

To inspire 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 CURRENT OFFICERS

Chair	Lee Ann Hunt – Victory Solutions, Inc.
Vice Chair	Genevieve Burkett – Chugach Industries
Secretary	Jerry Cook - ASRC
Events Coordinator	Meg Carstens - MTS

## 11.4 COUNCIL MEMBERS

<b>MEMBER COMPANY</b>	<b>CLASSIFICATION</b>
4M Research	WOSB
Accura Rosser JV, LLC	WOSB, HUBZone
Aerie Aerospace, LLC	EDWOSB/8(a)
Aetos Systems	EDWOSB/8(a)
A.I.Signal Research	SB
AllPoints Logistics, LLC	SD VOSB
AQuate Corporation	SB
ASRC Federal / Analytical Services	SB
Avista Strategies	WOSB
Bailey Collaborative Solutions	SB, HUBZone
Barrios Technology, Inc.	WOSB
Bastion Technologies	SDB
Celerapro	SB HUBZone
Cepeda Systems & Software Analysis	EDWOSB/ HUBZone
CFD Research Corporation	WOSB
Chugach Industries	SDB/8(a)
Davidson Technologies	SDVO SB
Deltha-Critique	SDB/8(a)
D P Associates	SDB
Dynamic Concepts, Inc.	SB
GAN & Associates	SDB/8(a)
Great Southern Engineering	EDWOSB
Hanks, Hanks and Associates, LLC	SDB/WOSB
HCI Management Services, Co.	SDB/HUBZone
HPM Corporation	WOSB
<b>MEMBER COMPANY</b>	<b>CLASSIFICATION</b>
HX5	SDB, WOSB, VOSB, HUBZone, 8(a)

InoMedic Health Applications, Inc.	SDB/SDVO SB
IPC - a wholly owned subsidiary of InterFuze	SB/SDB/8(a)/HUBZone
KAYA Associates	SDB/8(a)
KODA Technologies	
K.S. Ware & Associates, LLC	SB/SDB/WOSB
L&M Technologies, Inc.	SB/WOSB
Linc Research	SB
Logical Innovations, Inc.	SDB, EDWOSB, 8(a)
LSE Solutions	WOSB
Media Fusion	SB, SDB, Native American Tribally Owned
MTS	VOSB
Noreas	8(a)
Optical Sciences	SB
Quadrus Corporation	HUBZone/SDB
Radiance Technologies	SB
SEI Group	SB/SDB/8(a)
Security Walls, LLC	SB/SDB/WOSB
Seventh Sense Consulting	8(a), SDVOSB
Sigmattech	SB
Sumaria	SB
Tec-Masters, Inc.	SB
Total Solutions, Inc.	SDB/8(a)/WOSB
Victory Solutions, Inc.	WOSB/SDVOSB
Whitespace Innovations	SB
Will Technology	EDWOSB/8(a)

## **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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