



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



Tabisa "Tabi" Kalisa, Program Manager

The State of Small Business at NASA

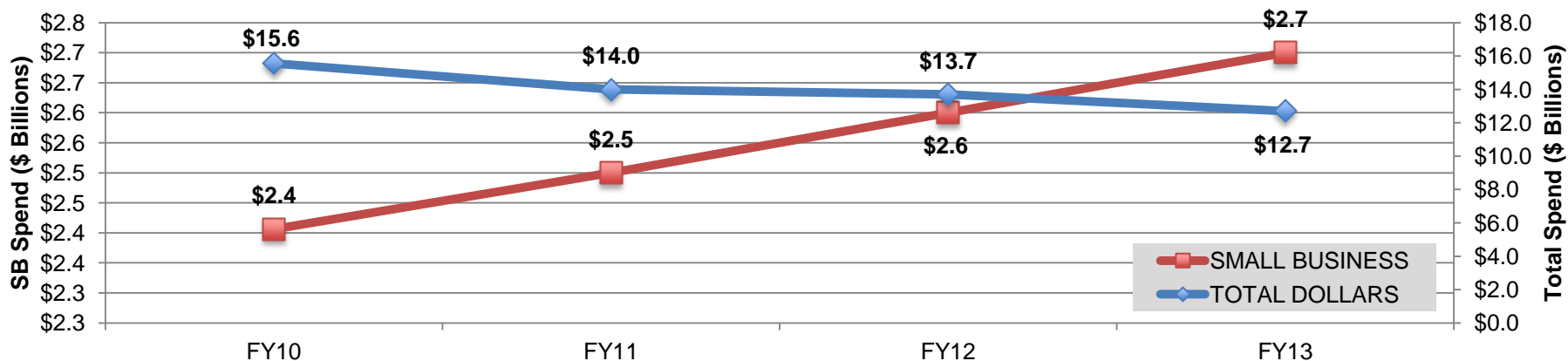
Stennis Business Consortium

September 9, 2014

National Aeronautics and Space Administration (NASA)

Data from SBA Scorecards FY10-FY12

FY13 Data Estimated (Generated November 4, 2013 from FPDS-NG)

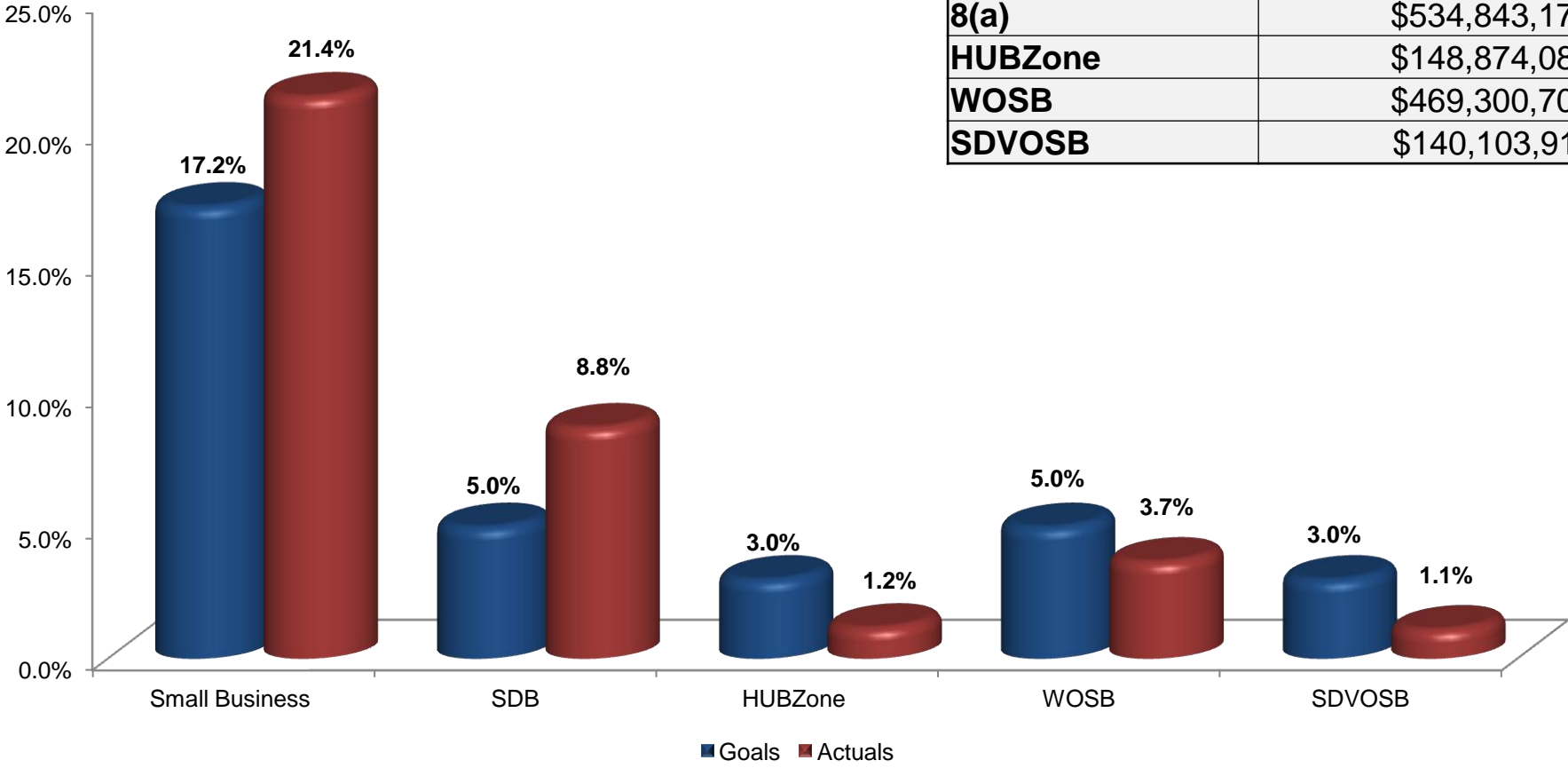


YEAR	GRADE	CATEGORY	FY10	FY11	FY12	FY13
FY10	C	TOTAL DOLLARS	\$15.6B	\$14.0B	\$13.7B	\$12.7B
		SMALL BUSINESS	\$2.4B	\$2.5B	\$2.6B	\$2.7B
FY11	B	WOSB	\$349.0M	\$386.5M	\$401.8M	\$469.3M
FY12	A	SDB	\$1.1B	\$982.6M	\$1.0B	\$1.1B
FY13	A	SDVOSB	\$238.0M	\$178.4M	\$138.8M	\$140.1M
		HUBZone	\$139.0M	\$106.9M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

CATEGORY	FY10		FY11		FY12		FY13	
	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL
SMALL BUSINESS	15.90%	15.46%	15.90%	17.82%	15.20%	19.00%	17.2%	21.4%
WOSB	5.00%	2.24%	5.00%	2.79%	5.00%	2.94%	5.00%	3.7%
SDB	5.00%	7.13%	5.00%	7.09%	5.00%	7.65%	5.00%	8.8%
SDVOSB	3.00%	1.53%	3.00%	1.29%	3.00%	1.02%	3.00%	1.1%
HUBZone	3.00%	0.89%	3.00%	0.77%	3.00%	0.68%	3.00%	1.2%

NASA Agency Final FY13 Prime Goals vs. Actual Percentages

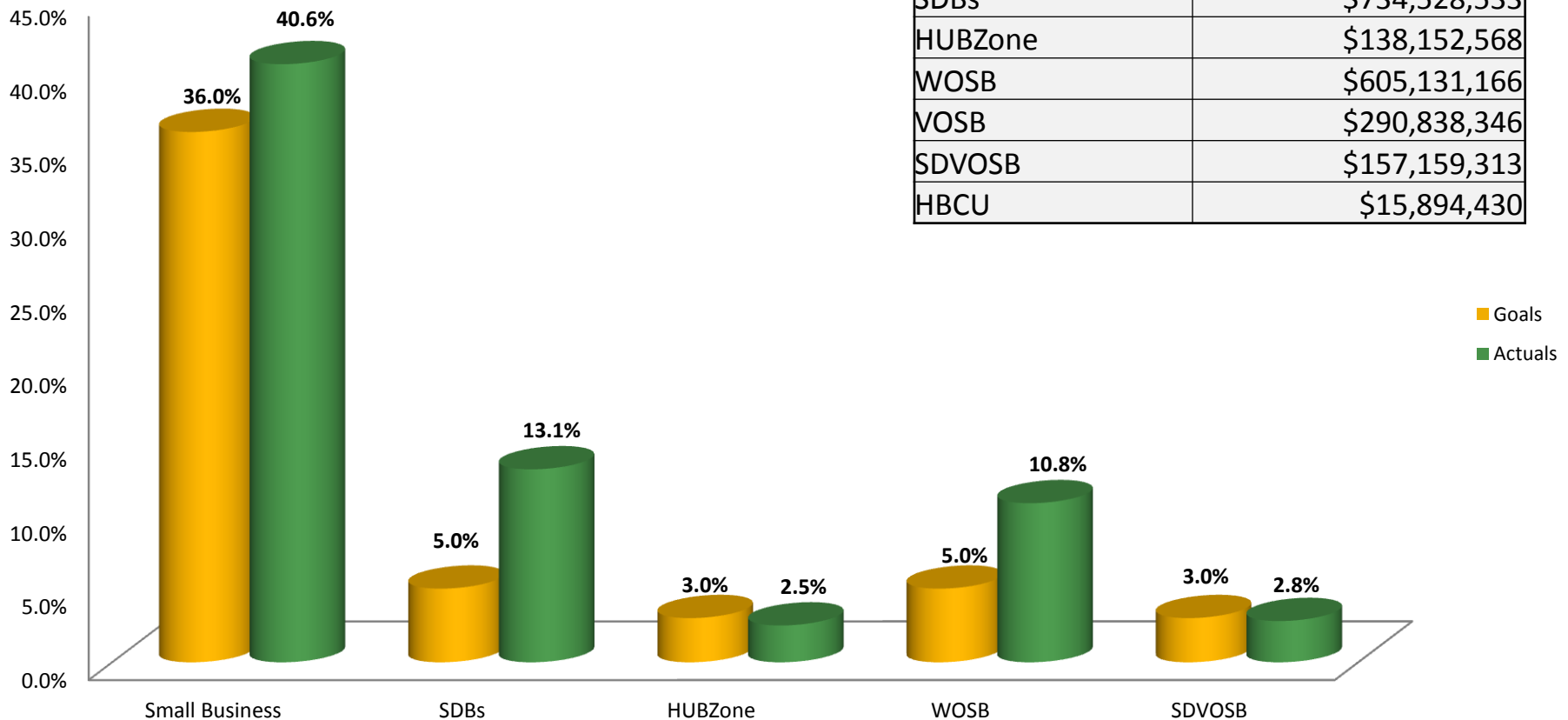
Data generated November 4, 2013 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$12,732,212,886
SMALL BUSINESS	\$2,723,797,037
SDB	\$1,119,313,798
8(a)	\$534,843,177
HUBZone	\$148,874,086
WOSB	\$469,300,703
SDVOSB	\$140,103,911

NASA FY13 Subcontracting Goals vs. Actual Percentages End-Year

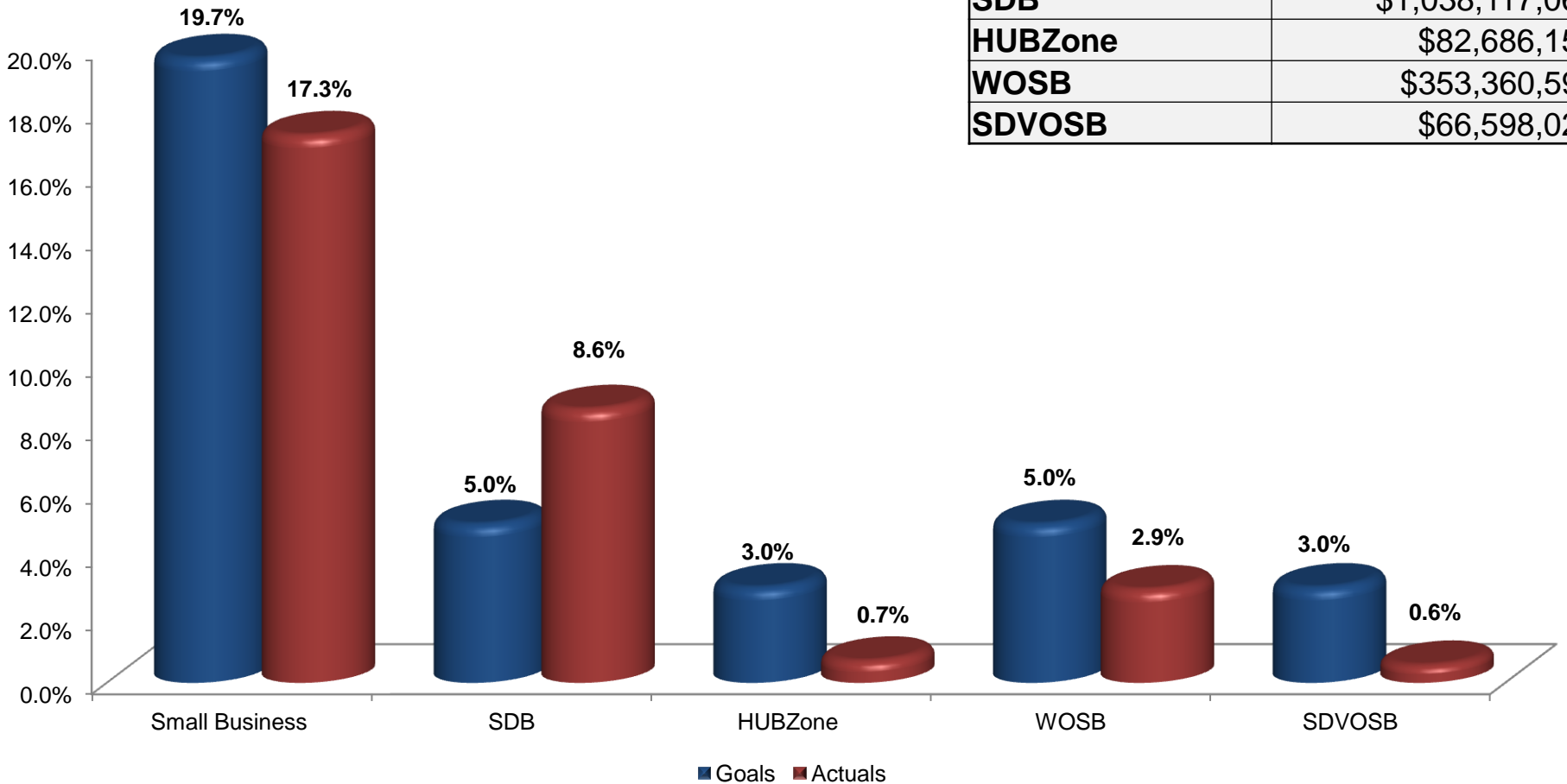
Data generated February 5, 2014 from eSRS



CATEGORY	DOLLARS
Total Dollars	\$5,611,338,417
Small Business	\$2,277,683,978
SDBs	\$734,528,533
HUBZone	\$138,152,568
WOSB	\$605,131,166
VOSB	\$290,838,346
SDVOSB	\$157,159,313
HBCU	\$15,894,430

NASA Agency August FY14 Prime Goals vs. Actual Percentages

Data generated September 3, 2014 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$12,023,773,889
SMALL BUSINESS	\$2,077,591,821
SDB	\$1,038,117,065
HUBZone	\$82,686,153
WOSB	\$353,360,598
SDVOSB	\$66,598,020

Socioeconomic Goal Status

August FY14

September 3, 2014 from FPDS-NG

	Small Business	SDB	HUBZone	WOSB	SDVOSB
AGENCY	19.7%/17.3%	5.0%/8.6%	3.0%/0.7%	5.0%/2.9%	3.0%/0.6%
AFRC	49.8%/51.0%	33.1%/31.3%	7.9%/1.9%	6.1%/7.0%	8.9%/4.9%
ARC	30.0%/36.1%	6.0%/22.6%	0.3%/1.4%	5.0%/3.9%	1.7%/0.5%
GRC	60.0%/67.4%	35.0%/43.6%	3.5%/5.3%	5.1%/8.4%	1.7%/2.1%
GSFC/HQ	22.1%/25.3%	14.0%/18.2%	0.3%/0.1%	3.1%/2.2%	2.1%/0.2%
JSC	5.0%/7.6%	3.3%/3.2%	0.3%/0.2%	1.5%/1.6%	0.3%/0.1%
KSC	13.7%/19.0%	2.4%/4.6%	0.3%/0.2%	0.3%/0.4%	0.3%/0.1%
LaRC	40.0%/44.8%	8.7%/11.4%	0.3%/0.3%	12.5%/29.8%	0.7%/1.3%
MSFC	9.1%/14.3%	3.6%/5.3%	0.3%/1.7%	1.1%/2.8%	1.0%/2.0%
NSSC	28.2%/34.0%	2.0%/4.3%	0.3%/0.2%	3.4%/3.8%	0.3%/0.4%
SSC	22.7%/25.9%	15.8%/22.3%	6.0%/10.0%	5.4%/13.0%	2.0%/2.0%

Goal/Actual	Meeting or Exceeding	Within 0.1% of Meeting	Falling Short
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Fiscal Year 2013 Top 20 NASA Vendors

As of January 24, 2014 from FPDS-NG

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

FY13 Top NASA NAICS Codes by Dollars

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

NAICS 541712 (1)
Research & Development

Government:

- \$21.5 Billion
- 6.1% of total spend
- SB % = 25.0%

NASA:

- \$4.3 Billion
- 30.2% of total spend
- SB% = 21.1%



NAICS 336414 (2)
Guided Missile and Space Vehicle Manufacturing

Government:

- \$13.0 Billion
- 3.7% of total spend
- SB % = 0.4%

NASA:

- \$2.5 Billion
- 17.6% of total spend
- SB % = 2.00%



NAICS 541690 (13)

Other Scientific & Technical Consulting Services

Government:

- \$1.9 Billion
- 0.5% of total spend
- SB % = 28.1%

NASA:

- \$147 Million
- 1.0% of total spend
- SB % = 12.2%



NAICS 541612 (34)

Human Resources Consulting Services

Government:

- \$146.0 Million
- 0.04% of total spend
- SB % = 31.1%

NASA:

- \$22.1 Million
- 0.1% of total spend
- SB % = 19.9%



NAICS 4541512 (8)

Computer Systems Design Services

Government:

- \$11.7 Billion
- 3.3% of total spend
- SB % = 32.1%

NASA:

- \$388 Million
- 2.7% of total spend
- SB % = 13.3%



NAICS 4541512

Computer Systems Design Services

Center/Program	Title	Competition	\$ Est. Annual Value
ARC	ACITS 3	SB Set Aside	\$80 million
GSFC	EOSDIS	Full & Open	\$50 million
HQ	HITTS	8(a)	\$35 million
JSC	NAMIS	Sole Source LB	\$15 million
SSC	ITS	SB Set-aside	\$11 million
SSC	NCIPPS	GSA Unrestricted	\$13 million
I3P	EAST	Full & Open	\$40 million
I3P	ACES	Full & Open	\$250 million
I3P	NICS	Full & Open	\$120 million
Total Annual Value =			\$614 million

Summary of 4 IT NAICS

Government:

- \$28 Billion
- 7.9% of total spend
- SB % = 36.9%

NASA:

- \$1.07 Billion
- 7.5% of total spend
- SB % = 19.2%

- Acquisition Forecasts are posted by each Center
 - Redesigned to assist small businesses to locate NASA's future acquisitions
- Database Search Capabilities
 - Center
 - Status
 - NAICS Codes
 - Product Service Code
 - Type of Requirement
 - Value
 - Qtr. and Gov. Fiscal Year
 - Socioeconomic Preference
 - Competition
- www.osbp.nasa.gov



- Institution of a “Floor” in the Center Goals
- Construction contracts, normally small business friendly, are losing funding
- NASA Business Processes (Institutional)
- FY 14 Agency goal raised from 17.20% to 19.71%



NASA Small Business Initiatives

- FY 2014 & 2015 SBIP Initiatives
 - Inreach to the NASA Community
 - Strengthen small business awareness and opportunities through stakeholder advocacy, training, and participation through existing resources.
 - Outreach and Social Media
 - Enhance small business awareness of NASA mission requirements through traditional and non-traditional outreach methodologies.
 - Procurement
 - Improve Agency small business contracting performance through evaluating and evolving procurement guidance.



NASA Small Business Awards

- FY 13 Agency-level Small Business Industry Awards announced at NASA Industry Forum on March 18, 2014
 - Small Business Prime Contractor of the Year
 - Healtheon, Inc. (SSC)
 - Small Business Subcontractor of the Year
 - Houston Precision Fasteners (JSC)
 - Large Business Prime Contractor of the Year
 - Honeywell Technology Solutions, Inc. (GRC)
- For more info: <http://osbp.nasa.gov/award.html>

FY 2015 Small Business Industry Day Events

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

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



Contact OSBP

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NASA Vendor Database:

<https://vendors.nvdb.nasa.gov>



Questions?