

SMALL BUSINESS QUARTERLY NEWSLETTER



FY11, Volume 3, Issue 3

INSIDE THIS ISSUE...

- 2 Nunn-Perry Award
- 2 Strengthening Small Business
- 3 Subcontracting Program Update
- 3 New Rules for WOSBs
- 4 MiDAESS Award Update
- 6 Honoring RDML Altwegg
- 6 Your CCR Profile
- 7 Fish Out of Water
- 8 2011 Calendar Upcoming Events
- 8 OSBP Update
- 8 OSBP Staff
- 8 Websites of Interest

Next Issue: July 2011

Message From the Director

Lee Rosenberg



First, some sad news (at least for the MDA OSBP). Donna Cancel, the MDA Deputy Director for Small Business Programs and my able assistant, colleague and friend, retired in January after over 30 years of outstanding Government service. She will be sorely missed for her expertise, sound advice and pleasant demeanor by all in the small business community. We wish her and her husband

Ivan the best as they move on to a new phase in their life of chasing grandkids instead of set-aside contracts. Now, some good news! The new MDA Deputy Director for Small Business Programs will be Genna Wooten. Genna is coming to us from our Contracting Directorate where she has been serving as a contracting officer on a major defense acquisition program. Genna will be a great asset to our small business team and we look forward to her arrival.

Some other great news! I'd like to extend my sincere congratulations to the DoD Mentor-Protégé Program team of Lockheed Martin Information Systems and Global Solutions and ISYS Technologies for winning the FY11 Nunn-Perry Award. The Lockheed Martin-ISYS team was one of only six mentor-protégé teams across the entire DoD to win the award and only the 2nd MDA team to win this prestigious award. We're very proud of their performance and know the award was richly deserved. You can read the entire announcement on Page 2 of this Newsletter.

As you might be aware, the DoD Mentor-Protégé Program authorization expired as of September 30, 2010. We were all expecting it to be reauthorized with the 2011 National Defense Authorization Act that was passed in December, however, that did not occur. I know that the Office of the Secretary of Defense (OSD) Office of Small Business Programs (OSBP) is in discussions with Congressional staffers and, hopefully, this was just an oversight and will be corrected in subsequent legislation. Until then, we are prohibited from awarding new agreements under this program.

Speaking of the DoD Mentor-Protégé Program, year over year, the demonstrable worth of the program is clearly show with the growth, in both revenues and workforce, of the small businesses who are in the program. It is one of those few areas that can be clearly shown to enhance the small business industrial base supporting the DoD and has contributed directly to job growth across all the participants. We all sincerely hope Congress sees the worth of the program and continues it as a permanent program into the future.

So I'd like to take a moment to explain a little about the program since I truly believe Congress will see its worth and reauthorize it down the road. The program is not for the faint of heart. It requires extraordinary commitment on both the Mentor and the Protégé parts. Appendix I of the Defense Federal Acquisition Regulation Supplement outlines the eligibility requirements to become a Mentor or a Protégé and the requirements of the program. Some folks think that they should get into the program because it will get them subcontracts. If that is your motivation, don't waste your time. You will fail. The program is designed for businesses that meet the eligibility requirements, are going concerns and have reached a plateau in their business. Their strategic planning dictates further expansion of their business base, but they need additional skills, qualifications or capabilities to get to that next level they seek. This is where the Mentor-Protégé Program can be of great assistance. It can help your business achieve those necessary certifications or implement new business systems or processes that will enable you to function at a higher level. A by-product of the program often is subcontracts, but it is not the goal. In fact, in several instances I've seen, the by-product has been prime contracts with the Mentor as a subcontractor.

Continued on page 7

MDA Mentor-Protégé Team Wins Nunn-Perry Award

Leah Garton, MDA Shield

A Missile Defense Agency (MDA) mentor-protégé team has recently earned the DoD's Nunn-Perry Award according to Lee Rosenberg, Director of the MDA Office of Small Business Programs. The MDA, through the Defense Contract Management Agency (DCMA), sponsors a Mentor-Protégé Agreement with Lockheed Martin and ISYS Technologies, who have been honored with this prestigious award.

ISYS Technologies is a Woman-Owned Small Business located in Littleton, Colorado. They specialize in providing IT and engineering support services within the MDA and the DoD community. ISYS is a key subcontractor to Lockheed Martin on two MDA contracts supporting the C2BMC and the MDIOC.

The Nunn-Perry Award was first awarded in 1995, and is named in honor of former Senator Sam Nunn and former Secretary of Defense William Perry. The award is given to recognize outstanding mentor-protégé teams formed under the auspices of the DoD Mentor-Protégé Program.

The purpose of the Mentor-Protégé Program is to provide incentives for DoD contractors to assist small businesses in enhancing their capabilities and to increase participation of such firms in Government and commercial contracts.

"The DoD Mentor-Protégé Program benefits the Missile Defense Agency, by fostering lasting partnerships between large business prime contractors who support the Agency and small innovative businesses that have capabilities we can use," said Rosenberg.

Mentors are prime contractors who agree to promote and develop small businesses by providing developmental assistance designed to amplify the business success of the protégé. The Mentor-Protégé Program is designed to encourage the mentor to provide beneficial developmental assistance to the protégé.

The Mentor-Protégé Program strengthens subcontracting opportunities for small businesses and enhances contracting goal achievements for the MDA.

When looking at proposed Mentor-Protégé Agreements to approve, Rosenberg says he is always looking for the "Win-Win-Win."

"The 'wins' for the large and small businesses involved are inherent to the agreement. That third 'win' is the payoff for the Agency based on the terms of the agreement," he said. "This return on our investment in DoD dollars is the growth in the small business industrial base supporting MDA."

"The idea is to improve the quality and cost of the products and services we deliver to the warfighter by tapping into the innovation and flexibility of the small business community while we help them grow their capabilities," said Rosenberg.

According to Rosenberg, growth in the small business industrial base can come in a variety of formats which includes suppliers for parts and components that make up MDA systems; new technology that is developed to enhance technical readiness at a level where it can be deployed on BMDS systems and improve the capability that MDA delivers to the warfighter; or through additional qualified vendors whose quality MDA relies on to reduce single point failures and increase competition throughout the supply chain.

Final Regulations Will Strengthen 8(a) Business Development Program for Small Businesses

WASHINGTON – The U.S. Small Business Administration published a package of final rules that will revise regulations to strengthen its 8(a) Business Development program to better ensure that the benefits flow to the intended recipients and help prevent waste, fraud and abuse.

The revisions are the first comprehensive overhaul of the 8(a) program in more than 10 years. The regulations incorporate technical changes and substantive changes that mirror existing or new legislation enacted since the last revision in June 1998.

The rules cover a variety of areas of the program, ranging from clarifications on determining economic disadvantage to requirements on Joint Ventures and the Mentor-Protégé program. Some of the components of the 8(a) program that the revised regulations will affect include:

Joint Ventures – requiring that the 8(a) firm must perform 40 percent of the work of each 8(a) joint venture contract that is awarded, including those awarded under a Mentor/Protégé agreement, to ensure that these companies are able to build capacity;

Economic Disadvantage – providing more clarification on factors that determine economic disadvantage as it relates to total assets, gross income, retirement accounts and a spouse of an 8(a) company owner when determining the owner's ability to access capital and credit;

Mentor-Protégé Program – adding consequences for a mentor who does not provide assistance to their protégé, ranging from stop-work orders to debarment

Ownership and Control Requirements – providing flexibility on whether to admit 8(a) program companies owned by individuals with immediate family members who are owners of current and former 8(a) participants;

Tribally-Owned Firms – requiring firms owned by tribes, Alaska Native Corporations, Native Hawaiian Organizations and Community Development Corporations to report benefits flowing back to their respective communities;

Excessive Withdrawals – amending regulations on what amount is considered excessive as a basis for termination or early graduation from the 8(a) program; and

Business Size for Primary Industry – requiring that a firm's size status remain small for its primary industry code during its participation in the 8(a) program.

The 8(a) program is a nine-year business development program for the small businesses where the owner(s) fit the SBA's criteria of being socially and economically disadvantaged and the same owners control the firm. The 8(a) program helps these firms develop their business and provides them with access to government contracting opportunities, allowing them to become solid competitors in the federal marketplace. It also provides specialized business training, counseling, marketing assistance and high-level executive development to its participants. In FY09, small businesses received \$18.6 billion in 8(a) contract dollars.

For more information about the revised 8(a) regulations, please call our office at 256.955.4828.

MDA Office of Small Business Programs (OSBP) Subcontracting Program

By Jerrol Sullivan

One of the primary roles of the MDA OSBP Subcontracting Program is to collaborate with internal customers and large prime contractor representatives to enhance small business (SB) participation in acquisitions and strengthen the BMDS industrial base. To this end, we work diligently with our program offices, contracting officials, and the Missile Defense Agency (MDA) Small Business Advocacy Council (SBAC) www.mda.mil/business/bus_mdasbac.html to maximize SB participation through subcontracting. Another key to enhancing SB participation is the effort small businesses undertake to capture business opportunities. This article highlights and proposes use of two additional resources SB can use to locate subcontracting opportunities beyond MDA; resources that can potentially lead to opportunities that may broaden current markets.

Procurement Forecasts & the Department of Defense

Neither MDA nor DoD has a single, comprehensive source for future procurements that SB can use for the purposes of forecasting. Knowledge of past acquisitions can be useful to determine where we may be investing our acquisition dollars in the future and can help identify current contracts that may offer subcontracting opportunities. Visit www.acq.osd.mil/osbp/about/fy09summary.shtml for a table of DoD acquisitions in FY09 summarized by NAICS code. The FY09 data are not official numbers, but they are close to what the final numbers will be.

Subcontracting with Primes

Visit www.acq.osd.mil/osbp/docs/subcontracting_directory.pdf to access this directory, organized by state, provides the names and addresses of DoD prime contractors, the names and telephone numbers of Small Business Liaison Officers (SBLOs), and the products and services supplied to the DoD. The report is generated from data mined through DoD Prime Contractor's contracts and subcontracting plans. Please note that the DoD OSBP does not maintain the data in this directory. The directory reflects data as of September 15, 2008. We encourage you to investigate potential opportunities with these firms. Many also have websites that may be useful and we encourage you to explore teaming options.

If you have any questions, please feel free to call our office at 256-955-4828.

New Rules for Women-Owned Small Businesses

Economically Disadvantaged Women-Owned Small Business (EDWOSB) is a small business concern that is at least 51 percent owned and controlled by one or more women who are U.S. citizens and who are economically disadvantaged. A woman is presumed economically disadvantaged if she has a personal net worth of less than \$750,000, her adjusted gross yearly income averaged over the three years preceding the certification does not exceed \$350,000, and the fair market value of all her assets (including her primary residence and the value of the business concern) does not exceed \$6 million.

The EDWOSB automatically qualifies as a women-owned small business eligible for the WOSB Program. The WOSB Program is a program initiated by the U.S. Small Business Administration which authorizes contracting officers to specifically limit, or set aside, certain requirements for competition solely amongst women owned small businesses (WOSBs) or economically disadvantaged women owned small businesses (EDWOSBs).

SBA issued on October 7, 2010 its final rule to implement federal procurement programs for WOSB's and EDWOSB. The Rule identifies 83 industries in which WOSBs are underrepresented in the federal contract marketplace, 38 of which the SBA has deemed WOSBs to be "substantially underrepresented". According to the SBA, the Rule seeks to give more opportunities for WOSBs working in these industries. To see a list of these NAICS codes, please visit www.sba.gov.

So, how do you know if you are eligible? To qualify for the WOSB Program, you must be a small business and not less than 51% unconditionally and directly owned and controlled by one or more women who are U.S. Citizens. The same requirements apply to the EDWOSB, except that the regulations add that, to qualify as an EDWOSB, the woman owner must be "economically disadvantaged."

To determine whether a woman is economically disadvantaged for purposes of the EDWOSB Program, the SBA will check her income, personal net worth, and the fair market value of her total assets. A woman will be found economically disadvantaged if her adjusted gross yearly income, averaged over the three years preceding the certification, is less than \$350,000, her personal net worth is less than \$750,000, and the fair market value of all of her assets is less than \$6 million. What's even better for you, ladies, is that for the 38 industries in which the SBA has determined that women are "substantially underrepresented," the rule waives the economic disadvantage requirement.

For both the WOSB Program and the EDWOSB Program, the woman must control the management and daily business operations of the company, hold the highest officer position in the company, and manage the company on a full-time basis during the normal working hours just like other companies in the same or similar line of business. Further, the rule specifies that, with certain exceptions the woman who holds the highest officer position may not engage in outside employment.

The SBA has designated 83 NAICS codes as eligible for Federal contracting under the WOSB Program. There are 45 NAICS codes in which WOSBs are underrepresented and 38 NAICS codes in which WOSBs are substantially underrepresented. To see a list of these NAICS codes, please visit www.sba.gov. If you have further questions and would like to speak to someone in our office regarding this program, please call our office at 256-955-4828.



MiDAESS Awards

Keeping with the tradition we started in the last edition, The Office of Small Business Programs (OSBP) would like to update you with the latest MiDAESS IDIQ and Task Order awards. Please keep in mind that this is only a snapshot of where MiDAESS stands at this moment in time. If you would like the most up to date public information, please call our office at 256-955-4828 or email outreach@mda.mil and we will be glad to give you the latest update.

Small Business Set-Aside

Quality, Safety, and Mission Assurance (QSMA) Capability Group 1 SBSA

IDIQ Contract Award Date: January 21, 2010

a.i. Solutions	HQ0147-10-D-0027 *QS-03-10: <i>Quality Assurance</i>
A-P-T Research, Inc.	HQ0147-10-D-0028 *QS-01-10: <i>System Safety & Safety Occupational Health</i> *QS-02-10: <i>Mission Assurance</i>
Bastion Technologies, Inc.	HQ0147-10-D-0029

Acquisition Support Capability Group 2 SBSA

IDIQ Contract Award Date: July 21, 2010

Acquisition Services Corp.	HQ0147-10-D-0035
BCF Solutions Inc.	HQ0147-10-D-0036 *DOB-04-10: <i>Cost Estimating</i> *DOB-06-10: <i>EVMS</i> *DA-01-10: <i>Acquisition & Program Management Support</i>
Quantech Services Inc.	HQ0147-10-D-0037 *DXL-01-10: <i>Readiness Mgmt.</i> *DA-02-10: <i>Acquisition Exec.Support</i> *DI-01-10: <i>International Affairs</i>

Engineering Support Capability Group 3 SBSA

IDIQ Contract Award Date: March 10, 2011

COLSA Corp.	HQ0147-11-D-0005
Engineering Research and Consulting, Inc.	HQ0147-11-D-0006
Millennium Engineering and Integration Co.	HQ0147-11-D-0007
Torch Technologies, Inc.	HQ0147-11-D-0008
DCS Corp.	HQ0147-11-D-0009

Agency Operations Support Capability Group 5 SBSA

IDIQ Contract Award Date: August 20, 2010

Harlan Lee & Associates	HQ0147-10-D-0030 *DS-02-10: <i>Exec. Admin. & Exec.Support</i> *DS-04-10: <i>Strategic Planning & Comm.</i> *DS-05-10: <i>VIPC</i> *PA-01-10: <i>Public Information Support</i>
PeopleTec, Inc.	HQ0147-10-D-0031 *DS-03-10: <i>Protocol & Event Management</i> *DXH-01-10: <i>Human Resources</i> *DXH-02-10: <i>Training and Development</i>
Total Solutions, Inc.	HQ0147-10-D-0032

Full and Open Competition

Acquisition Support Capability Group 2 F&O

IDIQ Contract Award Date: September 8, 2010

Booz Allen Hamilton	HQ0147-10-D-0018
Computer Sciences Corp. (CSC)	HQ0147-10-D-0019
	*DOB-01-10: <i>Integration Synchronization</i>
	*DOB-03-10: <i>Budget Execution/Funds Control</i>
Paradigm Technologies, Inc.	HQ0147-10-D-0020
	*DOB-02-10: <i>Strategic Financial Planning</i>
Odyssey Systems Consulting Grp.	HQ0147-10-D-0021

Engineering Support Capability Group 3 F&O

IDIQ Contract Award Date: August 30, 2010

ERC, Inc. (Small Business)	HQ0147-10-D-0006
Madison Research Corp.	HQ0147-10-D-0007
Computer Sciences Corp.	HQ0147-10-D-0008
	*DE-05-10: <i>Sensor Engineering</i>
General Dynamics IT	HQ0147-10-D-0009
	*DT-02-10: <i>Ground Test Support</i>
Sparta, Incorporated	HQ0147-10-D-0010
	*DE-07-10: <i>Space Portfolio Engineering</i>
	*DE-11: <i>Laser (Directed Energy) System Engineering</i>

Infrastructure and Deployment Capability Group 4 F&O

IDIQ Contract Award Date: June 23, 2010

Computer Sciences Corp. (CSC)	HQ0147-10-D-0022
	*DDW-01-10: <i>Warfighter Interface</i>
	*DXF-03-10: <i>Environment & Mgmt.</i>
	*DXF-01-10: <i>Facility, Logistics, and Space Mgmt.</i>
General Dynamics IT, (GDIT)	HQ0147-10-D-0023
Sparta, Incorporated	HQ0147-10-D-0024

Agency Operations Support Capability Group 5 F&O

IDIQ Contract Award Date: June 17, 2010

ALATEC, Inc.	HQ0147-10-D-0002
	*DS-01-10: <i>Functional Mgt. and Non-Matrix Admin. Support</i>
Computer Sciences Corp.	HQ0147-10-D-0003
EMC, Inc.	HQ0147-10-D-0004

Security and Intelligence Support Capability Group 6 F&O

IDIQ Contract Award Date: June 22, 2010

Booz Allen Hamilton, Inc	HQ0147-10-D-0011
Lockheed Martin, Inc	HQ0147-10-D-0012
QinetiQ North America, Inc	HQ0147-10-D-0013

Agency Advisory Analytical Support Capability Group 7 F&O

IDIQ Contract Award Date: February 14, 2011

Booz Allen Hamilton, Inc	HQ0147-11-D-0001
MacAulay-Brown, Inc	HQ0147-11-D-0002
SAIC	HQ0147-11-D-0003
TASC	HQ0147-11-D-0004

All information valid as of 28 March 2011



Honoring

**Rear Admiral David M. Altwegg, USN,
Retired after 64 Years of Service**

Leah Garton, MDA Shield

The MDA is honored to celebrate the life and service of MDA Executive Director, Rear Admiral David M. Altwegg, USN, Retired, upon his retirement after 64 years of service.

An Award, Retirement, and Dedication Ceremony was held in his honor on Wednesday, Feb. 23, 2011.

Rear Admiral David M. Altwegg, USN, was born February 24, 1930 in Watertown, New York, and graduated from Warsaw High School, Warsaw, New York in 1946. He enlisted in the Navy on May 8, 1947, and after completion of recruit training, he attended Aviation Electronics School at Memphis, TN. He received a Fleet appointment to the U.S. Naval Academy in 1948 and graduated with the Class of 1952. He was promoted to Rear Admiral on May 1, 1976.

His five command tours include USS MAHAN (DLG-11), USS HORNE (DLG-30), Naval Ship Weapon Systems Engineering Station, Pacific Missile Test Center at Pt. Magu, and Cruiser Destroyer Group TWO. After more than 38 years in uniform, Rear Admiral Altwegg retired from military service on November 1, 1985, having earned distinct honors including the Legion of Merit, the Bronze Star Medal with Combat "V", the Meritorious Service Medal, the Navy Commendation Medal, the National Defense Service Medal with one bronze star, the Korean Presidential Unit Citation, and the Vietnamese Naval Advisory Award, Second Class with rosette. He is also authorized to wear the China Service Medal, the Korean Service Medal with two stars, and the United Nations Service Medal.

In addition to his education at the United States Naval Academy, Admiral Altwegg is a graduate of the Naval Post Graduate School, the Massachusetts Institute of Technology, the Navy Nuclear Power training program, and the Industrial College of the Armed Forces.

Rear Admiral Altwegg was appointed to the Senior Executive Service on January 15, 1987. He served in various Navy positions of increasing responsibility, leading the development of complex combat systems, and culminating with his appointment as Deputy Assistant Secretary of the Navy for Theater Combat Systems. He reported to the Missile Defense Agency in August 2002 and served as the Deputy for Program Integration and the Deputy for Agency Operations before assuming his current position as MDA's Executive Director. He is the senior advisor to the Director, MDA on all issues relating to the Agency's policy and management activities including responsibility for a \$9 billion annual budget and a workforce of more than 8,000 spread across thirteen time zones. He provides oversight, leadership, mentoring, direction, and guidance to MDA functional staff deputates and directorates, ensuring the effective integration and organization of all MDA functions required to sustain an effective Ballistic Missile Defense System program. Rear Admiral Altwegg serves as a key interface to the Office of the Secretary of Defense, the Military Departments, and members of Congress and their staffs.

In addition to his military awards, Admiral Altwegg has been awarded the Presidential rank of Meritorious Executive in the Senior Executive Service, and has twice been awarded the Presidential Rank of Distinguished Executive in the Senior Executive Service. He was also honored by American University's School of Public Affairs with the Roger W. Jones Award for Executive Leadership, and he is a recipient of National Defense Industrial Association's Missile Defense Lifetime Achievement Award, and the Aegis Ballistic Missile Defense Pathfinder Award.

Rear Admiral Altwegg is married to the former Rosina Squillace of Amsterdam, NY. Their daughter, Shauna Alonge, is a partner with Crowell & Moring LLP, an international law firm in Washington, DC.

"You Are Your Profile"

Becky Martin

How important is updating your profile in CCR (Central Contractor Registration)? I am reminded of a small business owner located in a remote location of the United States. The small business owner successfully provided a specific component to both the Government and commercial companies; however, this individual could have expanded their success by making efforts to update their own profile in CCR. See, there was a large procurement for the specific component the small business owner produced and the procurement agent did their due diligence by actively searching CCR for small businesses that could provide the required component; this procurement was set-aside for small businesses and was valued at several million dollars. After selecting a qualified supplier, the procurement agent received a telephone call from a local Congressman requesting information as to why the small business owner's company was not invited to bid. The procurement agent responded with the fact that he had actively searched CCR and, based on this profile, this company did not appear capable to provide the required component. After further investigation, the results concluded that the company's profile in CCR had misspelled the name of the component and therefore did not appear in the CCR search results.

I wanted to highlight this story to remind you all that, as you go about your busy lives, please take the necessary time to make the small things count! Please spend a few minutes updating your profile in CCR on a regular basis to ensure that your company does not miss out on any opportunities to bid. As a reminder, when we spring forward, fall back, and change the batteries in our smoke detectors, make a note to update your profile in CCR.

Remember: The procuring agent only sees your profile in CCR!



'Fish Out of Water' finds niche in Contracting World

Pamela Ramey, Staff Writer, pamela.ramey@theredstonerocket.com

Southern Convention Services' Frank Roberts, left, and Bryan Boyd stand in front of one of the MDA wall seals their company produced in Madison.

For newcomers to the world of the Army and DoD, Redstone Arsenal can be an intimidating place. Many an employee and visitor has undoubtedly passed through those gates wondering, "What am I doing here?"

In May 2010, Frank Roberts was one of them. As business development manager for Southern Convention Services, he found himself in attendance at the MDA Small Business Conference, shoulder to shoulder with prime defense contractors in competition for bids on rockets, warheads and the like -- nothing that his exhibit and environment graphics and design company provided. At one point, Roberts considered leaving, but he decided to sit through one more conference and the breakout session that followed.

"I felt like a complete fish out of water. I kept thinking, 'what am I doing here?' ... Then I heard a representative from MDA say, 'We need everything from roads to commodes.' And I thought, 'Hey, maybe I'm in the right place after all,'" he said, laughing.

Indeed he was. Through his attendance at the conference, and a lot of hard work afterward, Roberts and SCS president Bryan Boyd won the bid to produce 17 wall seals mounted in the Missile Defense Agency building. Then they subsequently secured a contract for the company to design, fabricate and install the MDA VBIII 2D and 3D wall artwork on 8,400 square feet of wall space there, as well as a contract to design, fabricate and install a custom high-tech exhibit in the lobby. The contract value is \$746,000 -- not too shabby for a company of 45 employees located in Madison.

"We competed for this contract against a number of large out-of-town design firms from New York, St. Louis and Chicago. We won and we are proud of our company's ability not only to compete, but to provide excellent options for design and fabrication and installation of high quality graphics and exhibits to local and international clients. This will be an integrated, consistent environment at VBIII," Boyd said. "It's a local success story."

MDA representatives apparently agree. They are including the company's "adventure" in their internal newsletter.

"We are very excited about the opportunity," Roberts said. "It's a testament that small, local businesses can succeed in this economy with the right schedule and the right staff in place, and a little luck. You just have to look under all the rocks ... You have to take a chance."

Message From the Director *(Continued from page 1)*

The individual Mentors each have different criteria for who they will take on as a Protégé. In fact, my office doesn't even become involved in the process until a prospective Mentor and a prospective Protégé have agreed to team together, have conducted a needs assessment of the Protégé and come to me with a proposed agreement to satisfy those needs.

As the MDA approval authority for Mentor-Protégé reimbursable agreements, I look for a "Win-Win-Win" situation. That third "Win" deals with the Agency's return on the Government's investment. How will your agreement expand the small business industrial base supporting missile defense or improve the capability of the Ballistic Missile Defense System into the future. Fortunately, we've seen a great return on the previous agreements we've executed and I expect to continue that into the future.

So, what's the bottom line on the DoD Mentor-Protégé Program? Well, it's not for everyone. It requires extraordinary commitment from the participants (I've heard it likened to a marriage). Finally, it can be a great springboard to growing your business and previous participants will tell you they've experienced exponential ROI for the resource investments they've made that last well beyond the Mentor-Protégé Agreement period. And, by the way, did I mention that it currently requires Congressional reauthorization. Yeah, I know, there's always a catch.

Save the Date...

May 18-19

The 7th Annual MDA SBIR Industry Day in Dallas Texas.

The Industry Day will focus on enhancing the Small Business Innovation Research (SBIR) process for MDA and the Small Business Community. Presentations will be made by MDA Element representatives. Small Businesses will also have the opportunity to sign up for one-on-one sessions with key MDA technical representatives and prime DoD contractors. This is a great opportunity during the DoD pre-solicitation period. For reasons of competitive fairness, direct communication between potential bidders and topic authors is not allowed after 25 May 2011 - the last day of the SBIR pre-solicitation period. For more information, visit the event website: www.ndia.org/meetings/1160.

July 20-21, 2010

OSBP Small Business Conference

The Missile Defense Agency Office of Small Business Programs will hold its Annual Small Business Conference July 20 & 21 at the Von Braun Center in Huntsville, Alabama. This year's conference will focus on the main program elements of the BMDS and a concentration of Matchmaking with MDA directly and members of the MDA Small Business Advocacy Council. The official conference announcement will be made soon, please check www.ndia.org for upcoming information.

OSBP UPDATE: *Welcome One New Employee***Genna Wooten***Deputy Director*

Ms. Genna Wooten began her government career in 1984 with the U.S. Army Missile Command. She spent over 14 years at AMCOM where she served as a Contract Specialist for the Acquisition Center. From 1998-2006, Ms. Wooten served as a Contracting Officer for the U.S. Army Space and Missile Defense Command and moved to the

Missile Defense Agency (MDA) in 2006. At MDA she served as the Contracting Officer for the Targets and Countermeasures Office and Terminal High Altitude Area Defense Program Office. Ms. Wooten joined the MDA Office of Small Business Programs in March of 2011 as the Deputy Director for Small Business Programs at MDA. Ms. Wooten holds a Level III Certification in Contracting and a degree in Business Administration from Athens College.

Calendar of Events**MDA OSBP Will Attend:**

- **April 11-14 - Colorado Springs, CO**
27th National Space Symposium
- **April 12 - Jacksonville, AL**
Jacksonville State PTAC Matchmaking Conference
- **April 21 - Chantilly, VA**
OSDBU Conference
- **May 18-19 - Dallas, TX**
MDA SBIR Industry Day
- **May 24 - Florence, AL**
UNA PTAC Matchmaking Conference
- **June 7-8 - San Diego, CA**
NDIA 8th Annual Small Business Conference
- **June 13-17 - Huntsville, AL**
Test Week 2011
- **June 21 - 23 - Las Vegas, NV**
2011 WBENC National Conference & Business Fair
- **July 20-21 - Huntsville, AL**
Annual Missile Defense Small Business Programs Conference
- **August 15-18 - Huntsville, AL**
SMDC Conference
- **August 15-18 - New Orleans, LA**
7th Annual National Veteran Small Business Conference and Expo

OSBP Staff*Lee Rosenberg, Director**Genna Wooten, Deputy Director**Jerrol Sullivan, Subcontracting Program Manager (Acting)**Laura Anderson, Subcontracting Program Analyst**Becky Martin, Outreach and Specialty Programs Manager (Acting)**Nancy Hamilton, Sr. Administrative Assistant, ALATEC**Chad Rogers, Sr. Analyst, Paradigm Technologies**Joshua Koger, Acquisition Specialist, Quantech Services***OSBP Main Office Numbers***Telephone: 256-955-4828**Facsimile: 256-313-0435***OSBP Main Office Mailing Address***ATTN: MDA/SB**Building 5222, Martin Road**Redstone Arsenal, AL 35898*

For additional information regarding Subcontracting activities at MDA, please email us at subcontracting-oversight@mda.mil.

For additional information regarding Outreach activities at MDA, please email us at outreach@mda.mil.

Websites of Interest*MDA Office of Small Business Programs*www.mda.mil*MDA Business Acquisition Center*www.mda.mil/business/acquisition_center.html*MDA Marketplaces and Directory*www.mdasmallbusiness.com*MDA SBIR/STTR Programs*www.mdasbir.com*MDA OSBP Survey*www.mdasmallbusiness.com*Fed Biz Opps*www.fbo.gov*Electronic Subcontracting Reporting System (eSRS)*www.esrs.gov*MDA Small Business Advocacy Council*www.mda.mil/business/bus_mdasbac.html