

# Missile Defense Agency Office of Small Business Programs

# UPDATE



Small Business Quarterly Newsletter ● FY09, Volume Q4, Issue 4

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## Message from the Director Lee Rosenberg

To all those who attended our recent Tennessee Valley Federal Small Business Conference, I sincerely hope you found it a value-added conference and one where the benefits you received from your attendance justified the expense in time and resources.

From the beginning, all of the Federal small business offices in the Tennessee Valley recognized how precious those resources are to you, we tried to give you the "biggest bang for your buck" and provide a "one-stop shopping" forum to learn about all the opportunities here in one of the fastest growing Federal marketplaces. I had an opportunity to talk with many of you and the feedback I received was universally positive.

That being said, there is always room for improvement. So I would encourage you to respond to the National Defense Industrial Association (NDIA) questionnaire sent to all attendees and give us some feedback on how we can make it better in the future. If you did attend, you heard the Director of the Missile Defense Agency (MDA), Lieutenant General Patrick O'Reilly, speak about where the Agency was headed into the future and how that will open opportunities for small businesses. These are indeed exciting and dynamic times for the Agency. With all the change occurring, new and different opportunities will open for small businesses; especially as we turn our attention to developing technologies associated with the Early Intercept mission and as we pay more and more attention to the sustainment piece of our many fielded systems.

Our targets program is also going through transitions as is our test program, where you will see more experimentation as well as performance testing. Modeling and Simulation is also taking on a greater role in our testbed and development work. Again, all of this will present opportunities for small businesses to use your innovation and technical capabilities to assist us in accomplishing our very important National Defense mission as we move to counter an ever changing and increasing ballistic missile threat environment.

If you are in the Advisory and Assistance Services (A&AS) business, you've already seen the growing opportunities there via our Missile Defense Agency Engineering and Support Services (MiDAESS) Program and the two requests for proposal (RFP) that are "on the street" as I write this article. They represent a concerted effort by many people across the Agency to maximize the utilization of small businesses within the MiDAESS Program and have culminated in 38% of that work being set-aside. To put this in perspective, historically, about 24% of that work has gone to small businesses as prime contractors. The credit for this lies partially with those in the Agency who took a serious look at the market place and its capabilities; however, those of you in the small business community also deserve some of the credit. You made your capabilities known through your responses to our draft RFPs and requests for information and most importantly, through your great performance as prime and subcontractors on our existing A&AS contracts.

### **Message from the Director, cont.**

Those of you in the information technology (IT) business should note our upcoming industry day being held on August 31 - September 1, 2009 in Colorado Springs, CO. You can find further information on this conference in this newsletter or by going to the NDIA website at [www.ndia.org](http://www.ndia.org).

If you attend this conference, you will have an opportunity to hear from all the “movers and shakers” in the MDA IT organizations talk about our needs and upcoming requirements. Our Chief Information Officer, Dr. James Armstrong will be our keynote speaker as well. This conference will provide you with a wonderful opportunity to learn about our IT program, its architecture and requirements and how vitally important it is to the Agency and our operations. We’ll also have some of our supporting large businesses prime contractors there to provide a wealth of networking opportunities as well.

As always, my office stands ready to assist you in doing business with the Missile Defense Agency and you should feel free to contact us. I’m blessed with an outstanding crew in the office who support me and they are all dedicated to serving our customer, you in the small business community of the United States.

### **Greater Jackson County Opening Doors to Contract Opportunities**

The AAMU SBDC, Greater Jackson County, and the Jackson County Economic Development Authority, announces the Second Annual Defense Contracting Forum. According to the planners this day of Training, Networking and Match-Making is a wonderful opportunity for both large and small business success. This year the AAMU SBDC will sponsor the Matchmaker to be held at Scottsboro’s Goose Pond Civic Center August 6, 2009. According to the conference literature, “We invite your business to participate as a “Buyer.” Your company representatives will have the opportunity to screen multiple vendors/subs during this once a year event. The SBDC is an excellent source of HUBZone subcontractors. We would prefer to have your Supplier Diversity Specialist, Contract Manager, or other personnel who would most benefit from finding suppliers to meet with the Small Business Representatives.”

The conference will run from 8:00 a.m. to 4:00 p.m. with the matchmaker sessions running from 2:30 p.m. to 4:00 p.m. Appointments will be scheduled in 15 minute increments, so that your representative will have the opportunity to make numerous of contacts. If this opportunity will be of interest to your company, please contact Cassandra Zeigler at 256.372.5603 or [cassandra.zeigler@aamu.edu](mailto:cassandra.zeigler@aamu.edu) for further information.

## **ABL Completes First Live Target Tracking Tests**

*By MDA News Release*



The Missile Defense Agency announced today that the prototype Airborne Laser aircraft successfully completed its first two tracking tests against boosting missile targets over the Pacific Ocean, respectively. The first test came only seven weeks after the aircraft returned to flight, and follows nearly a year of aircraft and system modifications, including the installation of its megawatt-class chemical laser.

These tests mark the first time ABL has demonstrated a complete low-power engagement sequence against a boosting target, in this case a ground-launched Terrier-Lynx missile. The missile was launched from San Nicolas Island, located in the Naval Air Warfare Center-Weapons Division Sea Range, off the central California coast.

After detecting the missile with its on-board sensors, ABL tracked the target and compensated for atmospheric distortions prior to firing a low-power laser to simulate the megawatt-class laser that will be used in later tests. Plans call for ABL to engage progressively more difficult targets in coming months, culminating with a lethal demonstration against a boosting threat-representative ballistic missile target later this year.

The ABL is an element of the Missile Defense Agency's plan to develop technologies that could be used in the future to engage ballistic missiles in their ascent phase.

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## Opportunities Abound for Small Businesses at MDA



LTG Patrick J. O'Reilly, MDA Director, served as the keynote speaker at the Tennessee Valley Federal Small Business Programs Conference on June 30, 2009 in Huntsville, AL. His main message was that there are many opportunities for small businesses to work with MDA.

*By Leah Garton, MDA Shield*

"The Missile Defense Agency is looking at research and development programs, and we are looking to go in a different direction," said LTG Patrick J. O'Reilly, MDA Director, as he spoke to a large crowd at the Tennessee Valley Federal Small Business Programs Conference. The conference was held June 30 - July 2 in Huntsville, AL, and provided an opportunity for businesses to hear from senior leaders representing six Federal organizations in the Tennessee Valley area and learn about their programs as well as current and future business opportunities.

"In an agency like MDA you've got to constantly figure out ways to do things better and I believe that is where small business excels and is absolutely critical," said Barney Klehman, MDA Director of Contracting. "The overall objective of the Missile Defense Agency in regards to small business is to not only do better than we are doing and to get that win-win situation in which people feel that they have something to offer and we do as well, but we really want to work with small business not because we have to, but because we want to," said Klehman.

Klehman along with Lee Rosenberg, MDA Director of Small Business Programs, represented MDA at the conference by giving presentations and serving on leadership panels.

"My motivation for working with small businesses is that the agency I work for has a tremendous mission to do," said Rosenberg. "And when you go and you look at what makes up that ballistic missile defense system that we are fielding...when you look and see how many small businesses are involved in that, then you will understand why there is a push to utilize more and more small businesses."

"We cannot do our mission without the help of small businesses. You are too critical to our industrial base and that's the motivation and that's why we go out there because we know there is capability out there and we know that there is a cost-effective and quality capability out there and those things are important," said Rosenberg.

The theme for the conference was "Collaborating for Success." LTG O'Reilly served as the keynote speaker and his message was that there are many opportunities for small businesses to work with MDA.

According to LTG O'Reilly, about 40 percent of the missile defense day-to-day work that gets done is by small businesses either working directly for MDA or working as a sub-contractor to one of MDA's prime contractors. He also suggested that there could be an increase in small business utilization.

Although the Missile Defense budget has decreased somewhat from the budget last year, opportunities abound for the small businesses. "There is \$700 million dollars in new work in this new FY10 budget and I don't want you (small businesses) to miss the opportunity of knowing what that new work is," he said.

MDA is looking at several research and development programs, some of which are considered early intercept technologies. "We are looking at a new precision tracking satellite system, Unmanned Area Vehicles (UAVs), land-based SM-3s, and we are looking at an extended range for the THAAD program. The budget for our Special Access Programs (SAP) has almost doubled," he added.

According to LTG O'Reilly, all of these lead to new initiatives and they do not currently have contracts against them. "These are new areas with additional money that we are awarding contracts to and it is a potential opportunity for small businesses."

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## Ana Harvey Named to Lead SBA's Office of Women's Business Ownership

Reprinted from [www.nawbo.org](http://www.nawbo.org)

Ana Recio Harvey, an experienced entrepreneur and recently the president of the Greater Washington Hispanic Chamber of Commerce, has been named as head of the U.S. Small Business Administration's Office of Women's Business Ownership, SBA Administrator Karen G. Mills recently announced.

As associate administrator of the Office of Women's Business Ownership, Harvey will manage the agency's efforts to promote the growth of women-owned businesses through programs that address business training and technical assistance, and provide access to credit and capital, federal contracts and international trade opportunities.

"Women business owners play a huge economic, cultural and social role in every part of American life," said Mills. "Women business owners are at the forefront of change and progress in this country. Addressing their special needs and helping them break down obstacles are critical to the nation's economic recovery. Ana Harvey is the right person to help SBA accomplish that task."

The National Women's Business Council, which advises the SBA, estimates that in 2008 there were 7.2 million majority-owned, privately-held, women-owned businesses in the United States. These firms employ 7.3 million people and generate \$1.1 trillion in sales.

Harvey will direct the SBA's network of Women's Business Centers, which provide training and counseling to thousands of women business owners across the country from 112 centers in nearly every state. The program office also works with women's business ownership representatives in every SBA district office, and the Online Women's Business Center.

Harvey holds a bachelor's degree from the University of Houston. After working as a translation consultant from 1991 to 2000, she established Syntaxis, a multilingual communications company serving clients that include Fortune 500 companies, government agencies, and non-profit organizations. Over the course of seven years, she built the company to 75 employees handling communications and translations in 25 languages.

After a two-year stint as Latino programs director with Cultural Tourism DC, Harvey became president and CEO of the Greater Washington Hispanic Chamber of Commerce in 2007.

## Opportunities Abound for Small Businesses at MDA, Cont.

"Even though the overall budget is going down, there is new work occurring and these areas are where we are looking for some good ideas from small businesses," he said.

LTG O'Reilly also mentioned that the government workforce within MDA will be expanding following the guidance given by the Secretary of Defense.

One way MDA plans to support this initiative is by looking at support contractor work that could potentially be done by government personnel. "The bottom line is we are going to expand about 200 jobs a year of the MDA by looking at contractor work that could in fact be done by government people," he said.

He added that there is a separate effort to expand the government workforce with MDA in Huntsville by adding an additional 200 jobs a year to this area. "We are going to keep expanding up to 200 a year and our goal is to have approximately 1,000 new jobs here over the next 3-4 years."

"The reason we are doing this is we want to bring in and grow our next generation workforce," he added. He continued by also encouraging the small businesses to do the same.

"We've changed the way we contract with small businesses," he said. "We used to say we wanted so many engineers and they had to have so many years experience. But what we are doing now is we are saying this is a job that needs to be done, but we are leaving it open to the company to propose the seniority." This helps to allow companies to hire their next generation workforce as well.

LTG O'Reilly closed by reiterating the opportunities that exist for small businesses. "During this time of the economic downturn, I want people to realize that there are opportunities here and we are working hard to increase those. We believe that we are trying to mitigate the reductions to the greatest extent we can and create as many new opportunities as we can."



## DOD Requests \$5.4 Billion for Unmanned Systems Budget

### Defense Department Seeks \$870 Million Increase on 2009 Spending

Reprinted from  
<http://washingtontechnology.com/articles/2009/06/16/unmanned-system-spending.aspx>

The Defense Department is seeking an increase of 18.4 percent, or \$870 million, in funding for unmanned systems in fiscal 2010 over the amount spent on such systems in 2009, according to Defense Update.

An examination of the line items for unmanned systems in the fiscal 2010 budget request reveals a total of \$5.4 billion, which is \$870 million more than the \$4.53 billion DoD plans to spend on unmanned systems in 2009. DoD spent \$3.9 billion on unmanned systems in 2008.

The majority of the proposed funding for unmanned systems in fiscal 2010 would go toward unmanned aerial vehicles (UAVs). Relatively few dollars would fund unmanned ground systems or unmanned marine systems, Military and Aerospace Electronics reported.

Of the \$5.4 billion requested, \$3.55 billion would be spent on procurement of unmanned systems, and \$1.82 billion would be spent on research, development, test and evaluation.

The 2010 budget request includes:

- \$608M for five RQ-4 Global Hawk UAVs.
- \$489M for 24 MQ-9 Reaper UAVs.
- \$651M for 36 MQ-1 Predator UAVs.
- \$609M for RQ-7 Shadow tactical UAV modifications.
- \$79M for 704 RQ-11 Raven small UAVs.

As for unmanned ground vehicles, the Army plans to spend \$125.6 million to continue refining the technology. The UGVs, which are included in the Army Brigade Combat Team Modernization program, include iRobot's small UGV and Lockheed Martin's Multifunction Utility/Logistics and Equipment system.

Although UAVs represent the most mature of the unmanned system technologies, defense experts believe that spending for unmanned ground and marine vehicles will increase sharply in the next few years as those technologies mature.

## Small Business Participation Getting More Attention in MDA Acquisitions

By Scott Crosson, Subcontracting Oversight Manager (OSBP)

Acquisition professionals know they must first consider the capabilities of small businesses when awarding contracts and that there are statutory goals for prime contract awards to small businesses. While "it's the law" is often cited as a reason to seek out small business participation, leveraging the energy, innovation and agility of small business enterprises is just smart business! The MDA Office of Small Business Programs (OSBP) has always advocated increasing opportunities for our small business partners who collectively comprise a significant component of the ballistic missile defense industrial base. Contracting officers and program representatives also play key roles in ensuring optimal small business participation in MDA acquisitions. Small businesses also contribute through complete and thorough responses to sources sought notices and other requests for information. Early collaboration and consultation with industry representatives generally yields positive results for both meeting program and small business participation objectives.

A unique mission and product mix combine to create special challenges for MDA's small business program, particularly in the area of prime contracts. The vast majority of MDA dollars go to just a few large contractors for requirements that are well beyond the reach of small companies. Accordingly, MDA's contribution to DoD and national small business prime contract dollar goals is relatively small. For MDA, subcontracting opportunities represent the primary area of potential small business contributions although the small business set-aside portion of the MDAESS acquisition should result in a promising exception for support services.

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# 2009 Calendar of Events

- **August 4, 2009**  
3rd Annual East Tennessee Veterans' Business Conference – Oakridge, TN (MDA will attend)
- **August 5, 2009**  
2009 Federal Funding Seminar – Manchester, TN (MDA will attend)
- **August 5 – 6, 2009**  
National Small Business Contracting Summit – Washington, DC
- **August 6, 2009**  
AAMU SBDC 2nd Annual Defense Contracting Forum – Scottsboro, AL
- **August 11 – 12, 2009**  
5th Annual NDIA MDA SBIR/STTR Industry Day – Long Beach, CA
- **August 11 – 12, 2009**  
DOE Matchmaking Forum – Long Beach, CA (MDA will attend)
- **August 12, 2009**  
Government Procurement Conference 2009 (GPC) – Arlington, TX
- **August 17 – 20, 2009**  
Space & Missile Defense Conference & Exhibition 2009 – Huntsville, AL (MDA will attend)
- **August 31 – September 1, 2009**  
Missile Defense Information Technology Small Business Conference – Colorado Springs, CO (MDA Main Event)
- **September 21 – 24, 2009**  
DoD SBIR Phase II and Beyond Conference – Orlando, FL
- **October 5 – 7, 2009**  
AUSA Annual Meeting and Exposition – Washington, DC (MDA will attend)
- **November 2 – 5, 2009**  
National SBIR/STTR Conference (DMC 2009) – Orlando, FL

## Small Business Legislative Updates

*This section of our newsletter is dedicated to current and upcoming legislation affecting the small business community.*

### H.R.457

**Title:** Providing for consideration of the bill (H.R. 2352) to amend the Small Business Act, and for other purposes.

**Sponsor:** Rep Polis, Jared [CO-2] (introduced 5/19/2009)

**Cosponsors:** (None)

**Latest Major Action:** 5/20/2009 Passed/agreed to in House.

**Status:** On agreeing to the resolution Agreed to by recorded vote: 247-175 (Roll no. 275).

### H.R.610

**Title:** Providing for consideration of the bill (H.R. 2965) to amend the Small Business Act with respect to the Small Business Innovation Research Program and the Small Business Technology Transfer Program, and for other purposes.

**Sponsor:** Rep Polis, Jared [CO-2] (introduced 7/7/2009)

**Cosponsors:** (None)

**Latest Major Action:** 7/8/2009 Passed/agreed to in House.

**Status:** On agreeing to the resolution Agreed to by the Yeas and Nays: 236-187 (Roll no. 480).

### H.R.1541

**Title:** To provide for an additional temporary extension of programs under the Small Business Act and the Small Business Investment Act of 1958, and for other purposes.

**Sponsor:** Rep Velazquez, Nydia M. [NY-12] (introduced 3/17/2009)

**Cosponsors:** (3)

**Latest Major Action:** Became Public Law No: 111-10.

### H.R.1763

**Title:** To provide tax relief for small businesses, and for other purposes.

**Sponsor:** Rep Latta, Robert E. [OH-5] (introduced 3/26/2009)

**Cosponsors:** (22)

**Latest Major Action:** 3/26/2009 Referred to House committee.

**Status:** Referred to the House Committee on Ways and Means.

### H.R.2461

**Title:** To amend title 38, United States Code, to clarify the responsibility of the Secretary of Veterans Affairs to verify the veteran status of the owners of small business concerns listed in the database maintained by the Secretary.

**Sponsor:** Rep Herseth Sandlin, Stephanie [SD] (introduced 5/18/2009)

**Cosponsors:** (1)

**Latest Major Action:** 5/18/2009 Referred to House committee.

**Status:** Referred to the House Committee Veterans' Affairs.

### H.R.2568

**Title:** To amend the Small Business Act to ensure fairness and transparency in contracting with small business concerns.

**Sponsor:** Rep Johnson, Henry C. "Hank," Jr. [GA-4] (introduced 5/21/2009)

**Cosponsors:** (11)

**Latest Major Action:** 5/21/2009 Referred to House subcommittee.

**Status:** Referred to the Subcommittee on Contracting and Technology.

## 2009 National SBIR Calendar of Events

The state of Nevada is hosting the 2009 National SBIR Conference, November 2-5, 2009 in Reno, Nevada at John Ascuaga's Nugget Casino Resort, conveniently located in the heart of the Reno/Lake Tahoe area within minutes of downtown Reno.

Program Managers and representatives from participating agencies will provide insight into working with their respective agencies and answering your own special questions during the one-on-one networking opportunities.

Already participating in the SBIR? The program is always changing. And this is your opportunity to learn new information and about options available. How do you position yourself to move through the various phases? There will be special program sessions designed for businesses already actively involved in the SBIR. From finances to technology trends to case studies, you will find plenty of reasons to come to Reno this November.

Participating SBIR Federal Agencies & Departments include:

- Department of Agriculture
- Department of Commerce/NOAA/NIST
- Department of Defense: Air Force, MDA, DARPA, Navy, Office of the Secretary of Defense, U.S. Special Operations Command
- Department of Education
- Department of Energy
- Department of Health & Human Services: NIH, CDC, FDA
- Department of Transportation
- Environmental Protection Agency
- National Aeronautics & Space Administration
- National Science Foundation
- Small Business Administration

In addition, there will be venture capital and angel investors, large companies, secondary market and traditional lenders, university and federal laboratory representatives and other experts who provide assistance or are interested in doing business with early-stage ventures.

Additional information can be found at [www.unr.edu/sbir-str2009](http://www.unr.edu/sbir-str2009).

### **ALERT!!!!**

MDA will be participating in the SBIR Solicitation 2009.3 and STTR Solicitation 2009.B. The following are key dates.

1. July 27, 2009. Solicitations posted on the DoD website at [www.dodsbir.com/solicitation](http://www.dodsbir.com/solicitation)
2. August 24, 2009, DoD begins accepting proposals.
3. September 23, 2009, closing date to submit proposals.



## Missile Defense Elements Participate in Air Force Test

*By MDA News Release*

The Missile Defense Agency (MDA) successfully completed an exercise involving Ballistic Missile Defense System (BMDS) elements and emerging technologies, which gathered data during a routine operational test of a U.S. Air Force strategic missile launched from Vandenberg AFB, CA at 3:01 a.m. PDT.

Participants included the Army Navy Transportable Radar (AN/TPY) Surveillance-2 Forward Base Mode, the Upgraded Early Warning Radar at Beale AFB, CA and the External Sensors Laboratory. Data collected during the exercise will be used to improve sensor capabilities and as risk reduction for future BMDS tests.

The Air Force test, called Glory Trip 199, was part of a continuing program to evaluate and demonstrate the operational readiness of our ground-based strategic deterrent force. The ability to utilize a target of opportunity allows MDA to conduct numerous important exercises and obtain extensive data without incurring the expense associated with launching a test-specific target missile.

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## New MDA Mentor Protégé Agreement Between Tec-Masters, Inc. and Powertek Corporation



**Huntsville, AL** – A Mentor Protégé Agreement between Tec-Masters, Inc. (TMI) and Powertek Corporation was approved by the Missile Defense Agency (MDA). Under this Mentor-Protégé agreement, TMI (Mentor) is eligible to receive direct reimbursement for relevant mission – related developmental assistance provided to Powertek Corporation (Protégé).

Headquartered in Huntsville, Alabama, TMI has participated in the DoD Mentor-Protégé program since 2001. Tec-Masters currently participates in two active Mentor-Protégé agreements with the Department of Defense. TMI, Inc. is a small 8(a) graduated firm employing over 250 engineers, scientists, and professionals. TMI is an industry leader in modeling and simulation, as well as providing live training support, logistics, light manufacturing, technical engineering, and multimedia services in direct support of DoD and commercial industrial concerns.

Headquartered in Rockville, Maryland, Powertek is principally engaged in design, development, and integration of technology services, business engineering, and program management support services. The majority of Powertek’s business is with the U.S. Federal Government, to include the DoD and the Department of Homeland Security. Powertek Corporation is an 8(a) woman-owned small business (WOSB) whose customer base also includes support for the Departments of Treasury, Commerce, Housing and Urban Development, Labor, the Export-Import Bank of the United States, and the Small Business Administration as both a prime and subcontractor.

Under the three year agreement, TMI will provide developmental assistance to Powertek primarily for technology transfer, business infrastructure enhancements and mentoring to assist Powertek in enhancing their capabilities to support the development of the Missile Defense Program as a value added provider of both commercial and military information technologies. This support will include, providing appropriate training, mentoring, and subcontracting opportunities with the focus of Powertek becoming a prime contractor within the MDA. Special technology transfer emphasis will be placed in the areas of modeling and simulation (M&S) and design of crew training initiatives.

TMI and Powertek also will leverage a consortium of HBCU/MI schools headed by North Carolina Central University (NCCU) to meet and exceed MDA’s goal of optimal HBCU/MI participation in TMI’s mentoring services to include business intelligence support, market research, professional certification training, information assurance (IA) and training services. TMI and NCCU will provide internship opportunities supporting Powertek for qualified students across designated science, technology, engineering, and mathematics (STEM) disciplines in direct support of DoD and MDA.

## Small Business Participation Getting More Attention in MDA Acquisitions, cont.

Thanks in part to increased emphasis by the agency Director, small business participation is becoming a more important element of acquisition strategy development, source selection decisions and award fee determinations. New directives, procedures and clauses are encouraging greater small business participation in our acquisitions through proactive planning, thorough market research, tailored source selection and award fee criteria, past performance evaluations and additional subcontracting oversight and program assessments. In addition, all MDA acquisitions are being carefully scrutinized for opportunities to open more requirements to competition. With support from all stakeholders, these focused efforts will help ensure steady progress in growing not only the size but the contributions and capabilities of the small businesses that comprise our ballistic missile defense industrial base.

## MDA OSBP Website



The MDA Office of Small Business Programs has created a .com website ([www.MDASmallBusiness.com](http://www.MDASmallBusiness.com)) to help serve MDA and its relevant small business community needs. The site hosts data provided by small businesses invited to create and manage their profiles which in turn enables MDA personnel and support staff to conduct market research and identify company capabilities as we consider possible future small business set-asides.

# SAVE THE DATE!

## Missile Defense Information Technology Small Business Conference

**Colorado Springs, CO on  
August 31 - September 1, 2009**



**The Missile Defense Information Technology Small Business Conference**, is scheduled **August 31 - September 1, 2009**, at the Crowne Plaza Hotel in Colorado Springs, CO. This conference will provide relevant information to small and large businesses about the Missile Defense Agency's (MDA) information technology program as well as current and future needs. There will be opportunities for networking and matchmaking with MDA large prime contractors, small businesses, and government representatives. To download/print/view the agenda and to register, please go to [www.ndia.org/meetings/9630](http://www.ndia.org/meetings/9630).

## MDA Office of Small Business Programs (OSBP) Outreach Program

*By Jerrol Sullivan, Outreach Manager*

The MDA Office of Small Business Programs (OSBP) along with six Federal small business programs in the Tennessee Valley region hosted a successful TN Valley Federal Small Business Programs Conference from Jun 30 – 2 July, 2009, in Huntsville, AL. Approximately 502 people attended the conference. Attendees received valuable information to assist their small business in understanding the business climate within the participating organizations, and capitalized on opportunities for matchmaking with large and small businesses, government representatives, and the participating government organizations. To view photos taken at this conference, visit the MDA OSBP website at [www.mdasmallbusiness.com](http://www.mdasmallbusiness.com).

The MDA OSBP is continuing an aggressive campaign targeting HUBZone and SDVOBs capable of providing products, services and technologies applicable to MDA acquisitions. All business types, especially HUBZones and SDVOBs meeting these criteria, should visit our website to add their business profile, or contact the OSBP office so we can keep you informed about opportunities in the following areas:

- Targets and Countermeasures
- Advance Technology Demonstrating Early Intercept Capabilities
- Acquisition Management Support Services

If you cannot make a trip to our office, you can meet us on the road. See the calendar of events page in this newsletter or go to our website and click on "Calendar of Events" to see the schedule of events we plan to attend.

# SAVE THE DATE!

## 2009 5th Annual MDA Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Industry Day

**Long Beach, CA on August 11-12, 2009**

Industry Day will focus on enhancing the SBIR and STTR process for MDA and the Small Business Community. Small Businesses will have the opportunity to sign up for one-on-one sessions with key MDA technical representatives and prime DoD contractors. This will be a great opportunity during the DoD pre-solicitation period (July 27, 2009). For reasons of competitive fairness, direct communication between potential bidders and topic authors will not be allowed after August 24th - the last day of the SBIR and STTR pre-solicitation period.

Research Area Leads will give briefings on the following technology areas of interest to MDA during the Phase I SBIR and STTR solicitation period:

- Interceptor Technology\*
- Manufacturing, Producibility & Field Sustainability\*
- Radar Technology\*
- Space Technology\*
- Command, Control, Battle Management and Communications (C2BMC)\*
- Directed Energy\*
- Modeling & Simulation\*
- Innovative Concepts & Special Focus Projects

*\*Represents both the SBIR and STTR solicitation*

**Conference Objective:** By establishing this event, it is the goal for the MDA SBIR PMO to allow small businesses the opportunity to schedule one-on-one appointments with technical representatives where they can learn as much as they can about the technical aspects of the SBIR/STTR Program and the upcoming solicitations topics and research areas.

A better informed small business community is more likely to submit stronger, more focused proposals and minimize duplication and mistakes - enhancing the SBIR/STTR process for MDA and the Small Business Community.

### Who Should Attend?

- **Small businesses** in any industry looking to respond to MDA's SBIR or STTR solicitations and provide innovative technologies to the missile defense community;

- **Medium to large sized companies** interested in establishing working relationships with small businesses with innovative technologies and approaches;
- **Government** advanced technology program managers.

Please Note: MDA's topics will be published in the DoD SBIR 09.3 and STTR 09.B Solicitation, available at [www.dodsbir.net](http://www.dodsbir.net). The solicitation will be available for pre-release on July 27, 2009.

**Agenda:** Not yet available, check MDA's SBIR/STTR website for updates: <http://www.mdasbir.com>

**Registration available at NDIA:** [www.ndia.org](http://www.ndia.org)

For more information, you may contact Mary Katherine Saladino at 703-247-2540 or by email [msaladino@ndia.org](mailto:msaladino@ndia.org).



**MiDAESS  
Marketplace**

Businesses interested in doing business with MDA can load their business profile in the MDA "MiDAESS marketplace." This will allow Small Business Liaison Officers representing MDA prime contractors access to your business identifiable data when searching for small business teaming partners. It also can serve as a matchmaking tool for small businesses looking for teaming arrangements.

MDA OSBP has implemented an aggressive campaign targeting HUBZone and SDVOSBs capable of providing products, services and technology applicable to MDA acquisitions. HUBZone and SDVOSBs meeting this criteria, should visit the MDA OSBP Website to add their business profile, or contact the OSBP office.

Please visit MDA's website at <http://www.mda.mil> for the latest information on how to do business with MDA and links to information about possible contracting opportunities, teaming and joint ventures. There is MDA specific information for the small business community that will help them compete more effectively when pursuing contracts under MiADESS, infrastructure support services, and BMDS development.

# Prime Contractors Join Forces to Address Small Business Concerns



*By Judy C. Hardin, Manager Small Business Partnering, Raytheon Company*

In an economy where the business mix is changing, the need to identify teammates aligned with customer initiatives remains an integral part of a prime contractor's mission and ability to satisfy customer requirements.

The Missile Defense Agency Business Council (MDABC) and Marshall Prime Contractor Supplier Council (MPCSC) joined forces at the NDIA Tennessee Valley Small Business Conference and Exhibition to address small business concerns in government contracting and explore avenues for understanding and identifying opportunities for collaboration. Judy Hardin (Raytheon) served as moderator for the event and provided an overview of both councils and their commitment to small business outreach and business development. Both councils currently have active contracts with NASA (Marshall Space Flight Center), MDA (Missile Defense Agency) or both.

When working with prime contractors, the goal for all small businesses should be to strengthen their alignment with the primes and gain a better insight into what it takes to present the customer a value added proposition when highlighting their capabilities. This strategy places the business in a better position for showcasing their abilities while also establishing a winning edge over the competitors with similar core competencies. The panel encouraged all small businesses to build best value proposals, with lower costs while integrating advanced technologies and other innovations to provide effective support for Warfighters and space missions ahead.

Key primes participating on the panel included: Robert Watson (Northrop Grumman); Rodolfo Bernal (EG&G); Rhonda Ealy (BAE Systems); Becky Martin (Boeing), Bruce Emerson (SAIC); Debbie Batson (Teledyne Brown Engineering); Gary Waggoner (General Dynamics), Joellen Moore (United Space Alliance) and Bob Thompson (Lockheed).

Small businesses were able to ask the prime representatives questions regarding their plans for engaging new businesses into their technology roadmaps. The event concluded with continuous one on one networking by primes and government customers to strengthen relationship with small businesses and assess future possibilities for partnering.

## Websites of Interest

**Missile Defense Agency (MDA)**  
[www.mda.mil](http://www.mda.mil)

**MDA Office of Small Programs**  
[www.mda.mil/smallbusiness](http://www.mda.mil/smallbusiness)

**MDA SBIR and STTR Programs**  
[www.winmda.com](http://www.winmda.com)

**Fed Biz Opps - (MiDAESS)**  
[www.fbo.gov](http://www.fbo.gov)

**MDA Engineering and Support Services (MiDAESS)**  
[www.mda.mil/barbb/midaess](http://www.mda.mil/barbb/midaess)

**MDA Business Acquisition Reporting Bulletin Board (BARBB)** [www.mda.mil/barbb/barbb](http://www.mda.mil/barbb/barbb)

**Electronic Subcontracting Reporting System (eSRS)**  
[www.esrs.gov](http://www.esrs.gov)

**MDA Technology Applications Program (Technology Transfer)** [www.mdatechnology.net](http://www.mdatechnology.net)

**U.S. Senate Committee on Small Business & Entrepreneurship**  
[www.sbc.senate.gov/democrat/legislation.cfm](http://www.sbc.senate.gov/democrat/legislation.cfm)

**National Defense Industrial Association (NDIA)**  
[www.ndia.org](http://www.ndia.org)

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## Senate Passes S.1233 - SBIR/STTR Reauthorization Act of 2009



*Reprinted from SBIR Insider at [www.zyn.com/sbir/insider](http://www.zyn.com/sbir/insider)*

Senator Tom Coburn (R-OK) issued an amendment that basically prohibits earmarking of SBIR award funds, and requires that SBIR funds must be competitive and merit based. His changes also include better metrics, and an 8 year reauthorization period, as has been customary for SBIR reauthorizations.

Senator Russ Feingold (D-WI) also had an amendment passed that reads: "SBIR program or STTR program shall encourage the submission of applications for support of projects relating to security, energy, transportation, or improving the security and quality of the water supply of the United States to such program."

The next step will be a conference of House and Senate "conferees" that will attempt to hammer the two bills into one cohesive bill (lots of work and compromising to be done). Then, if they come to agreement, the final bill gets sent to the President for his signature.



## Did You Know? . . . .

The Weapon Systems Acquisition Reform Act was passed in 2009 to reform the way the Pentagon contracts and purchases major weapons systems. The bill was signed into law by President Barack Obama on May 22, 2009.

The Congressional Budget Office predicted that the reforms would cost \$55 million and should be in place by the end of 2010. The Congressional Budget Office stated the reforms are expected to save millions, perhaps even billions of dollars during the 2010s. The Congressional Budget Office also stated many of the Pentagon's weapon systems run far over original cost estimates. According to the Government Accountability Office, nearly 70 percent of the Pentagon's 96 biggest weapons programs were over budget in 2008. Another government report detailed \$295 billion in waste and cost overruns in defense contracts. The legislation created a Pentagon office that analyzes the cost of new programs and reports directly to the Secretary of Defense. According to the Congressional Budget Office it also puts more emphasis on testing new weapons before they enter production to ensure sufficient development, giving commanders more say in weapons requirements.

For more information regarding the Weapon System Acquisition Reform Act, please visit: [www.govtrack.us/congress/bill.xpd?bill=s111-454](http://www.govtrack.us/congress/bill.xpd?bill=s111-454).