



MISSILE DEFENSE AGENCY SADBU



UPDATE

A Quarterly Newsletter for Small Businesses

VOLUME VIII – NUMBER III

SMALL AND DISADVANTAGED BUSINESS UTILIZATION

December 2003

Maximum Technology Corporation (MTC)

Profile of a Small Business



Mickey Crutcher (left), MTC President/CEO Tom Swinford (right), MTC Technical Director

Maximum Technology Corporation (MTC) is an innovative small business with its corporate headquarters located in Huntsville, Alabama. MTC specializes in government and commercial contracting in the areas of human systems integration support, end-to-end administrative services, value-added missile defense services, health and human services assistance, system engineering and verification, validation, testing and accreditation efforts throughout the system development process.

Maximum Technology Corporation (MTC) was established in August of 1996 and has enjoyed a steady growth rate during every year of its lifespan. Since 1999, total sales exceed \$21M. MTC has offices in Huntsville, AL, Washington, D.C., and Atlanta, GA. As a successful U.S. Small Business Administration (SBA) 8(a) contractor, MTC has been recognized as one of the top small businesses in SBA's

Birmingham, Alabama small business portfolio. MTC's current customer base includes the U.S. Army; The Centers for Disease Control and Prevention (CDC); Computer Science Corporation (CSC); Missile Defense Agency (MDA); Historically Black Colleges & Universities (HBCU); Raytheon; and the U.S. Navy.

Maximum Technology Corporation believes without technical growth, there will be no financial growth. MTC has set business goals, which allow for both technical and financial growth for the company. These goals include the further development and diversification of MTC's technical business base; maintaining current relationships and building new relationships with reputable high-tech organizations and; diversifying its technical capabilities. MTC believes that through accomplishment of these goals will come a profitable financial future. MTC was recently awarded a subcontract from Raytheon to support the MDA program.

The X-band Radar (XBR) Test & Evaluation (T&E) group of Raytheon's Integrated Defense Systems (IDS) has recently awarded a \$1.2 million subcontract to Maximum Technology Corporation (MTC) of Huntsville, Alabama for XBR Data Support Services for calendar year 2003. MTC is a U.S. Small Business Administration 8(a) Certified Small Disadvantaged Business and has been supplying the XBR T&E with data support services for approximately two (2) years on a test-by-test basis. Since the relationship between Raytheon and MTC has proven to be successful, a longer-term contractual agreement was determined to be more efficient for the purchase of these

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New and Recent Contracts

On September 1, 2003, Alaska Aerospace Development Corporation was awarded a Cost Plus Fixed Fee Letter contract to provide Kodiak Launch Complex (KLC) operations and Sustainment in support of BMDS Test Operations Support. This is a five-year contract valued at \$20,000,000.

On November 1, 2003, Lexis-Nexis was awarded a \$12,000 contract to provide on-line legal research for the General Counsel's Office. This is a one-year contract with no options.

On September 1, 2003, HMR Tech., LLC was awarded a \$373,280.00 firm fixed price contract to provide writing and administrative support for the Strategic Relations Deputate. This contract has a one-year base period with four one-year options.

On September 22, 2003, Sparta, Inc. was awarded a \$15,349 contract to conduct a demonstration of the Consequence

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Director's Message



Stephen M. Moss

Director/SADBU

The Missile Defense Agency has instituted a Small Business continuous improvement plan to increase the participation of small businesses in MDA contracts and orders placed against multiple award schedules. Many of MDA's procurements are large and involve highly technical skills that are needed to build a missile system. In fiscal year 2004, a large portion of MDA's budget was allocated to support the Ballistic Missile Defense System's (BMDS) Ground Based Midcourse contract as —no one small business has all of the requisite skills required to build and deploy a system of this magnitude. One contract in this area alone constituted 76.2 percent of MDA funding.

The nature of large contracts such as the BMDS requires MDA/SADBU to constantly review the procedures used to contract with small businesses and to determine how to best incorporate small business capabilities into these types of procurements. As such, we encourage small businesses to actively pursue subcontracting with MDA's large prime contractors. To assist in this effort, the MDA SADBU office launched a web-designed subcontracting database. This database has three capabilities.

- 1) Small businesses can register online;
- 2) The website provides profiles of small businesses that can be updated by the small business; and
- 3) It allows large businesses to conduct searches of the capabilities of small businesses and use the information to contact the small businesses with potential subcontracting capabilities.

Registration for the database is easy, go to: <http://www.mdasubopps.net>. This is just one step in our efforts to augment small business participation in MDA procurements. MDA has also established a Contractor Support Utilization Board. This Board has directed where possible that small business subcontractors be awarded direct prime contracts when the contract ends, or at the earliest possible time. These efforts are a few of the initiatives that MDA SADBU is pursuing. We want to assure you that we are committed to ensuring that small businesses are given every opportunity to successfully compete for and win MDA procurements. ♦

Small Business Database Update

The MDA Small and Disadvantaged Business Utilization (SADBU) Office maintains a small business database that is used as a source for matching appropriate small businesses with MDA technical requirements and as a mailing list for the quarterly newsletter, *The SADBU Update*. To keep this database current, small businesses that have previously submitted database forms are reminded to provide this office with updated information regarding organizational changes, new address/telephone/e-mail notifications, changes in points of contact, etc. If your company needs to update information, we ask that you either contact the SADBU Office or submit an updated small business database application, which can be accessed and downloaded by visiting the MDA/SADBU Web site at <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>. Firms not currently listed in our database are invited to download and submit the application as indicated.

For the application or any other information, you may also contact one of the following: Mr. Stephen Moss, Director of the SADBU Office, at stephen.moss@mda.osd.mil; Mr. Raymond Lambert, at raymond.lambert@mda.osd.mil; Dr. Pravat Choudhury, at pravat.choudhury@mda.osd.mil; or Ms. Christina Ashton at christina.ashton_contractor@mda.osd.mil. Please fill in the database application (hard copy) and mail or fax it to the MDA/SADBU office along with your company's capability statement. ♦



Department of Defense News . . .

Fiscal Year 2004 SBIR Solicitation Announced



The Fiscal Year 2004 Department of Defense Small Business Innovation Research (SBIR) solicitation is now available. The solicitation will begin accepting proposals on December 1, 2003 and will close to proposals on January 15, 2004 at 6 a.m. eastern standard time.

Firms with the capability to conduct research and development (R&D) in any of the defense related topic areas listed at : [http:// www.acq.osd.mil/sadbu/sbir/](http://www.acq.osd.mil/sadbu/sbir/) and are able to commercialize the results of that R&D are encouraged to participate. The objectives of the program are to stimulate technological innovation in DoD's Critical Technology Areas, strengthen the role of small business in meeting DoD research and development needs, fostering and encouraging participation by minority and disadvantaged persons in technological innovation, and increasing the commercial application of DoD-supported research or research development results.

The SBIR Program provides up to \$850,000 in early-stage R&D funding directly to small technology companies (or individual entrepreneurs who form a company).

The MDA SBIR program is implemented, administrated and managed by the MDA Office of Small and Disadvantaged business Utilization. For further information on the MDA SBIR program call 1-800-Win-BMDO. ♦

Alert...

New SBIR/STTR Help Desk Phone Number

New DoD SBIR/STTR Help Desk phone number: 866-SBIRHLP (866-724-7457)

New DoD SBIR/STTR Help Desk E-Mail Form for help via email at:

<http://www.acq.osd.mil/sadbu/sbir/help/index.htm>

Small Business Subcontracting Opportunities

Visit the Small Business
Subcontracting Opportunities
Website at:

<http://www.mdasubopps.net>

MDAsubOppls.net
The Small Business Subcontracting Opportunities Web Site for Missile Defense Agency

[Register](#) | [Log-In](#) | [Search](#)

Welcome. Please run and click.
Run mouse over link first for more information; Click to select

Welcome to MDAsubOppls!

MDAsubOppls stands for Missile Defense Agency subcontracting opportunities. This database-enabled website is an electronic resource provided by the MDA's Office of Small and Disadvantaged Business Utilization (SADBU) for use by subcontractors and prime contractors.

It is designed to allow small companies that are unable to carry out the full requirements of a MDA solicitation to post the segments of the solicitation that they would like to subcontract, along with company capabilities and contact information. Conversely, large companies can post the segments of a solicitation they seek to outsource or subcontract, along with their company details and contact information. The data of small and large companies with complimentary capabilities can be accessed and reviewed, possibly resulting in the formation of strategic partnerships to pursue business opportunities with the MDA.

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Legislation/Regulation Update



Federal Acquisition Regulations

Interim Rule

Approval of Service Contracts and Task Orders (DFARS Case 2002-D024)

Establishes approval requirements that contracting activities must meet before acquiring services through a DoD contract or task order that is not performance based, or through any contract or task order that is awarded by an agency other than DoD. This change implements Section 801(b) of the National Defense Authorization Act for Fiscal Year 2002.

Affected subparts/sections: Part 237 Table of Contents; 237.1

Final Rule

Federal Register: October 20, 2003 (Volume 68, Number 202)

SMALL BUSINESS
ADMINISTRATION
13 CFR Part 125

Small Business Government Contracting Programs

AGENCY: Small Business Administration.



SUMMARY: This final rule amends the U.S. Small Business Administration (SBA) regulations governing small business prime contracting assistance. Specifically, this final rule: revises the definition of contract bundling to expressly include multiple award contract vehicles and task and delivery orders under such contracting vehicles; mandates that procuring activities coordinate with the Small Business Specialist (SBS) on proposed acquisition strategies or plans contemplating awards above specified dollar thresholds, and that the SBS notify the agency's Office of Small and Disadvantaged Business Utilization (OSDBU) when those strategies include contract bundling that is unnecessary or unjustified; revises the threshold and documentation required for substantial bundling; and requires the agency's OSDBU to perform certain oversight functions. These amendments are intended to implement a number of the recommendations included in the October 2002 Office of Management and

Budget (OMB) report entitled "Contract Bundling: A Strategy for Increasing Federal Contracting Opportunities for Small Business."

DATES: This rule is effective November 19, 2003.

FOR FURTHER INFORMATION CONTACT:

Dean Koppel, Assistant Administrator, Office of Policy and Research, (202) 401-8150 or by email at dean.koppel@sba.gov. ♦

Maximum Technology Corporation

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services. MTC specializes in performing Data Management services for missile defense programs and currently produces formal deliverable XBR T&E data products generated by the GBR-P and XBR in the Ground-based Midcourse Defense (GMD) test program.

In September 2000, MTC proposed a solution to the Raytheon XBR T&E manager for the generation of XBR T&E data products from the various test events involving GBR-P and XBR. This solution consisted of removing the data reduction and translation services from the tactical system, then efficiently and cost-effectively producing XBR data products utilizing a PC environment. Raytheon has benefited from this solution because it allowed the tactical systems to be utilized for the test environments rather than being used for data reduction. Since this time, MTC has supported Raytheon IDS XBR T&E by generating and distributing data products for Risk Reduction Flight (RRF) 11, Integrated Ground Test (IGT) 7, Pre-Mission Test (PMT) 6, Integrated Flight Test (IFT) 6, PMT-7, IFT-7, PMT-8, IFT-8, PMT-9, IFT-9, PMT-10, IFT-10, Glory Trip (GT) 179, GT-180, Test Bed Integrated Ground Test (TB-IGT) 1. This support has included the translation of GBR-P and XBR data from radar-recorded data formats to human-readable, ASCII, columnar formats suitable for GMD data community analysis. Also included in this support have been the generation of Quick-Look Analysis Packages (Q-LAPs) for each test event and an initial assessment of each test data set. A Q-LAP consists of a set of pre-defined plots, which provide Raytheon analysts with a "quick-look" summary of each test data set. These plots are generated from the data products and designed through close interface between Raytheon analysts and MTC personnel. The MTC Q-LAPs provide a first-level assessment that is used to identify potential issues which are then explored in detail by Raytheon analysts using highly-sophisticated analytical tools, such as MATLAB. ♦

MDA NEWS

Announcement

MDA Announces its small business prime contract goals for FY04. The goals are as follows:

Prime Contract Goals

Prime Contract Goals	
Small Business (SB)	5.5%
Small Disadvantaged Business (SDB)	1.0%
Service Disabled Veteran Owned (SDVO)	1.0%
Historically Underutilized Business Zones	.5%
Women Owned Small Business (WOSB)	1.0%

Boeing, All Points Logistics, Inc. Form MDA's First Mentor Protégé Agreement

Boeing and All Points Logistics, Inc. (APL) have entered into a three-year Mentor Protégé agreement in support of the Missile Defense Agency's Ground Based Midcourse Defense program. APL currently provides hardware and software fulfillment and integrated logistics support for GMD. With the addition of Boeing Autometric software and training, APL will expand its capabilities to provide environmental support for key operational planning objectives. As a mentor, Boeing will assist APL in a variety of areas including: command, control and monitoring technologies; financial management; executive management training; executive to executive communication; shipping; marketing; and business development assistance; global business acquisition planning; and ISO 9000 compliance.

APL is a Native American, Veteran Owned, U.S. Small Business Administration 8(a) certified, small disadvantaged business, headquartered in Gainesville, Georgia. They currently have 110 employees. An award ceremony commemorating the agreement is planned for December 12, 2003, at the Redstone Arsenal in Huntsville, Alabama. ♦



Note this...



The Broad Agency Announcement for Advanced Concepts has extended the proposal submission date to January 31, 2004.

The Missile Defense Agency (MDA) issued a Broad Agency Announcement (BAA) on February 22, 2002 to seek new and innovative concepts for integrated systems and for technical improvements in the boost, midcourse, and terminal phases of missile defense. Specific research objectives for each missile defense phase encompass Surveillance, Track & Discrimination, Engagement Planning, Threat Engagement, and Kill Assessment. Specific concepts are sought in the following seven technology areas:

- 1) Radar Systems – including Integrated System Concepts, Cross Sections and Signatures, Measurements (waveforms, data extraction), Hardware (transmit/receive modules), Signal Processing, Data Visualization, Data Compression, Image Interpretation, Seekers;
- 2) Lasers and Electro-Optical Systems – including High Energy Lasers, Beam Control, Passive IR and Optical Systems, Ladar Systems, Optical Signal Processing, Focal Plane Arrays, Lethality Mechanisms;
- 3) Mathematics and Computer Science – including Algorithms, Artificial Intelligence, Software, Probability and Statistics, and Pattern Recognition;
- 4) Electrical Engineering – including Digital Electronics and Signal Processing, Machine Implementation of Algorithms, Analog Circuits and Communications, Computer Vision, Distributed Computing;

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SBA News...

SBA Announces Accomplishment in Effort to Unbundle Contract

Rule Provides Greater Advantage for Small Businesses To Complete for Federal Contracts

Contact: Sue Hensley (202) 205-6444 **Internet Address:**
www.sba.gov/news

WASHINGTON - The U.S. Small Business Administration today announced publication of a final rule on contract unbundling, which will allow small businesses to better compete for federal contracts.

"Today's action will help provide more federal contracting opportunities for small business," said SBA Administrator Hector V. Barreto. "When contracts are bundled together and small businesses are excluded from federal contract opportunities, our country suffers. Small business participation is necessary for innovation and cost savings, not to mention the benefits to our economy when small businesses are able to grow and create more jobs."

Contract bundling refers to the practice of combining several smaller contracts into one larger contract to simplify the contracting process and contract administration, and the practice became widespread in the mid-1990s to speed up and streamline government acquisition. The practice, however, puts small business contractors at a disadvantage because they are generally unable to satisfy all the requirements in a bundled contract.

According to the SBA's Office of Advocacy, every 100 "bundled" contracts means that 106 individual contracts are no longer available, and every \$100 awarded on a "bundled" contract has led to a \$33 decrease in contracts to small businesses.

The final rule published Oct. 20 in *The Federal Register* cleans up regulatory loopholes by requiring contract bundling reviews for task and delivery orders under multiple award contract vehicles; agency review of proposed acquisitions above specified thresholds for unnecessary and unjustified contract bundling; identification of alternative acquisition strategies for the proposed bundling of contracts above specified thresholds, and written justification when alternatives involving less bundling are not used.

The final rule also mitigates the effects of contract bundling by, among other things, strengthening compliance with subcontracting plans, facilitating the development of small business teams and joint ventures, and revising the definition of contract bundling to include multiple award contract vehicles and task and delivery orders.

Unbundling federal contracts is a key part of President Bush's Small Business Agenda unveiled in March 2002.

Small Business Administration News Release

Small Business Administration to Launch 11-City Economic Growth Tour

Washington - The U.S. Small Business Administration is launching an 11-city economic growth tour this week, to meet with local entrepreneurs across the country and discuss issues important to spurring job creation. The first event will be held October 7th in Bangor, Maine.

"Small businesses play a vital role in creating opportunity for millions of Americans," said Hector V. Barreto, SBA Administrator. "It is critical that we create an environment where entrepreneurship can flourish by giving small businesses a break on their taxes whenever possible, making their health insurance more affordable, and providing them with the information they need to succeed. It's also important that we help small business while saving taxpayer dollars by ensuring open competition to government contracts. Finally, tearing down regulatory barriers to job creation must remain a priority of government agencies - both state and federal."

"I am looking forward to bringing SBA's economic growth tour to cities from Maine to New Mexico," said Barreto. "These conferences allow us to meet with small business owners across the country, and hear firsthand what we can do to ensure even greater success."

The regional events will enable entrepreneurs and small-business owners to meet with their local bankers, venture capitalists, resource and trade partners, and local SBA staff to get information about starting a new small business or advance an existing one. There will be a luncheon with officials from the SBA and representatives from each local community to discuss the challenges of owning a small business and how to improve opportunities for entrepreneurs.

The schedule for the SBA Economic Growth Tour is as follows:

October 2003
Bangor, ME - October 7
Syracuse, NY - October 20

November 2003
Bend, OR - November 10
Davenport, IA - November 18

January 2004
Jacksonville, FL - January 26

February 2004
Reno, NV - February 9
Albuquerque, NM - February 23

March 2004
Clarksburg, WV - March 8
Green Bay, WI - March 22



SBA NEWS...

(cont'd from page 6)

April 2004

Region VIII - Denver, CO – April 5

Region VII - Springfield or Kansas City, MO - April 12

This year marks the 50th anniversary of the SBA. Since 1953, the SBA has helped more than 20 million Americans start, grow and expand their businesses - placing more than \$232 billion in direct or guaranteed loans and venture capital into the hands of entrepreneurs. For information about the SBA's 50th anniversary, go online to www.sba.gov/50. ♦

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New Contract Awards...

(cont'd from page 1)

Management System. This firm fixed price contract will end on October 3, 2003.

On October 1, 2003, Crawford Technical Services was awarded a \$1,007,169.20 contract for labor in support of the MDA Task I cabling requirements. This time and materials contract has a one-year base period and two one-year options.

On October 14, 2003, Lockheed Martin and the Missile Defense Agency entered into an Other Transaction agreement. Under this agreement Lockheed Martin will prepare a detailed design of a prototype for the direct benefit of the military. This agreement is valued at 98,000,000 with an estimated nine-month base period of performance with 26 and 24-month options.

In August and September 2003, the following firms were awarded contracts to perform research and development. Each of the contracts has a six-month duration and are valued at approximately \$69,000-\$70,000.

- Eutecus, Inc.
- Magnolia Optical Technologies, Inc.
- Nanomat, Inc.
- Quatech Systems, Inc.
- Triton Systems, Inc.

Note This...

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- 5) Physics and Chemistry – including Electrodynamics, Nuclear Physics and Weapons Effects, Infrared and Optical Signatures, Energy Conversion, and Rocket Plume Analysis;
- 6) Mechanical and Aerospace Engineering – including Space Systems, Missile System Aerodynamics, Propulsion, and Reentry Physics, Guidance and Control, and Materials Science; and
- 7) Battle Management/Command and Control – including Engagement Planning Tactics, Intelligence Exploitation, and Countermeasures, Decision Theory and Modeling, Target Tracking, Classification, Identification, and Discrimination, and Sensor Fusion.

Interested parties should respond to MDA with the following: 1) a summary paper (up to five pages), 2) a Rough Order of Cost Magnitude; 3) a suggested period of performance, and 4) a description of the offeror's capabilities, relevant experience, and facilities. Responses will be evaluated as received, but may take up to six months to complete. For a complete copy of the BAA go to: <http://www.eps.gov/spg/ODA/MDA/WASHDC1/>. ♦

Internet News

Web Site of Month

CPARS – Contractor Performance Assessment Reporting System is a web-enabled application that collects and manages the library of automated CPARs. A CPARS assesses a contractor's performance and provides a record, both positive and negative, on a given contract during a specific period of time. Access to CPARs is controlled by a network of CPARs focal points and is restricted to those individuals with an official need to use the automated system. Each user is assigned a unique level of access assigned by the focal point. For more information please visit <http://cpars.navy.mil>. ♦



Other Useful Web Sites:

- Defense Procurement – DoD Business Opportunities
<http://www.acq.osd.mil/dp>
<http://dodbusopps.com>
- The SBA site with the State Tax Homepages:
<http://www.sba.gov/hotlist/statetaxhomepages.html>
- The FedBizOpps home page:
<http://www.fedbizopps.gov>
- The MDA home page:
<http://www.acq.osd.mil/bmdo/>
- The MDA Office of Technology Applications:
<http://www.acq.osd.mil/bmdo/bmdolink/html/transfer.html>

CALENDAR OF EVENTS

- January 7-9** 3rd Annual Government Convention
Emerging Technologies: Partnerships
with Homeland Security
Las Vegas Convention Center
Las Vegas, Nevada
www.federalevents.com
- February 3-5** AFCEA International
West 2004
“Born Joint?”
San Diego, California
<http://www.west2004.org/schedule.asp>
- February 9-13** Federal Aviation Administration
Information Technology and Information
Systems Security Conference & Expo
Lindsey VonParis, (800) 878-2940 ext. 207
Jacksonville, Florida
Adams Mark Hotel
www.fbcinc.com
- March 2-3** 16th Annual NASA/JPL High-Tech Small
Business Conference
Radisson Airport Hotel
Los Angeles, California
<http://www.acquisition.jpl.nasa.gov/boo/conference.htm>
- April 20** 14th Annual OSDDBU Procurement
Conference
Show Place Arena
Upper Marlboro, MD
(800) 878-2940
- April 26-29** National SBIR Spring Conference
Atlanta, GA
www.dodsbir.net