



Ballistic Missile Defense Organization

SADBU

UPDATE

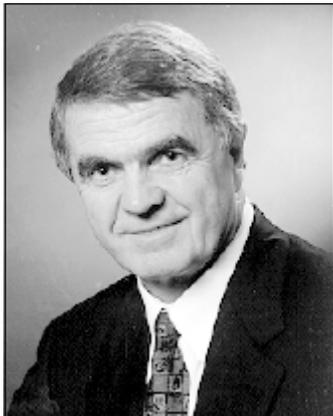


A Quarterly Newsletter for Small Businesses

VOLUME I NUMBER II

SMALL AND DISADVANTAGED BUSINESS UTILIZATION

December 1997



James A. Myer, Ph.D.
President

Photon Research Associates, Inc.

Profile of a Small Business

Photon Research Associates, Inc. (PRA), founded in 1976, is an employee-owned company whose main business charter is to provide high-end scientific and engineering design and analysis services in tandem with the development of sophisticated computer codes and software products. In addition to more than a decade of history with BMDO as a major customer, other customers for PRA's services and products include a number of DOD and National Security agencies, NASA, NIH, NSF, as well as numerous commercial clients. With approximately 140 employees nationwide, the company maintains its headquarters in San Diego, CA and has

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Recent New Contracts Awarded by BMDO

The Ballistic Missile Defense Organization (BMDO) recently made the following awards:

On September 10, 1997, **Signal Corporation** was awarded a cost-plus-fixed-fee contract valued at \$2,694,982 (includes options) to provide network coordination and communications support to BMDO's Program Operations Directorate's Management Information Center. The contract, awarded under the Small Business Administration's 8(a) program, with a one-year base period and two one-year options, is slated to end in September 2000.

On September 15, 1997, **Schafer Corporation**, a small business, was awarded a cost-plus-fixed-fee contract valued at \$4,540,730 (includes options) to provide technical and management services to BMDO's Science and Technology Directorate. The contract has a 21 month base period with three one-year options and is slated to end in May 2002.

On October 9, 1997, BMDO awarded **MCR Federal, Inc.** a cost-plus-award-fee contract valued at \$20,843,550 (includes options) to provide technical, programmatic and administrative services in support of the Program Operation's Cost Estimating and Analysis Directorate. The procurement was designated as a

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HBCU/MI UPDATE

Florida A&M University Named College of the Year

Florida A&M University (FAMU), a Historically Black College/University located in Tallahassee, Florida, has been named "College of the Year" by *Time/The Princeton Review* for 1997-98. FAMU was selected by the editors of *Time* magazine as a school that exemplifies an innovative approach to advancing the cause of higher education.

Under the direction of Dr. Frederick Humphries, the university's president, FAMU has tripled the size of its graduating class while simultaneously boosting the quality of its student body. The school is credited with training a quarter of all black pharmacists in the United States and is the only traditional black college to offer four Ph.D programs. FAMU receives 350 Federal research grants totaling \$40 million annually. In fiscal year 1997, FAMU was one of 22 Historically Black Colleges/Universities/Minority Institutions that submitted 48 proposals based on a

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LTC Arthur Gottlieb
Director/SADBU

Director's Message

Thank you for your continued support in providing Updated Small Business Database Forms. We appreciate the small business

representatives who took the time to complete and return updated information on the small business database forms. The information is used to assess small business capabilities relevant to BMDO needs, to locate qualified 8(a) firms for procurements made under the SBA 8(a) program, to notify small businesses of "sources sought" announcements in the Commerce Business Daily, and to mail the *SADBU UPDATE* newsletter.

In order to continue receiving this material it is important to notify BMDO of address and other pertinent changes within your organization. If you have not returned an updated database form, please do so as soon as possible. To request a BMDO Small Business Database form or a small

business information packet, call (703) 693-6634.

Please send your completed database forms and capabilities statements to the following address:

Ballistic Missile Defense Organization
Office of Small and Disadvantaged
Business Utilization/DSB
Attn: Ms. Janet Farrow
7100 Defense Pentagon
Washington, D.C. 20301-7100



Central Contractor Registration To Be Required by March 31, 1998

The Director of Defense Procurement has proposed an amendment to the Defense Federal Acquisition Regulation Supplement (DFARS) to **require** contractor registration in the DoD Central Contractor Registration (CCR) database after March 31, 1998. Contractor registration will be required prior to award of any contract, basic agreement, basic ordering agreement, or blanket purchase agreement, unless the award results from a solicitation issued on or before **March 31, 1998**, or results from any of five specifically defined, exceptional circumstances. The proposed rule was published in the *Federal Register* on September 15, 1997, with comments requested by November 14. The rule will apply to both large and small businesses.

Subsequent to the initial registration, contractors will be required to annually confirm that their CCR registration is accurate and

complete. The objectives of the registration are: (1) to more efficiently comply with the Debt Collection Improvement Act of 1996 (Public Law 104-134) by using a central repository to collect statutorily-required contractors' taxpayer identification numbers (TINs) and electronic funds transfer (EFT) information; (2) to simplify and streamline the procurement process by presenting "one DoD face to industry," thereby eliminating redundant requirements and processes; and (3) to increase visibility of vendor sources for specific supplies and services.

All DoD contractors are strongly encouraged to register as soon as possible. For additional information concerning CCR registration call **1-800-334-3414** or obtain information through the Electronic Commerce/Electronic Data Interchange (EC/EDI) homepage on the Internet at: **<http://www.acq.osd.mil/ec>**. The direct link to Central Contractor Registration on the Internet is: **<http://ccr.edi.disa.mil>** or you can register through a **Value Added Network (VAN)**. ♦

Note This: SSDC Renamed and Reorganized

Excerpt from SMDC Press Release

On October 1, 1997, the U.S. Army Space and Strategic Defense Command was renamed and reorganized. The Army's newest command was renamed the U.S. Army Space and Missile Defense Command (SMDC) to reflect its added responsibilities and missions.

In its new role, SMDC will serve as the Army Component Command to the joint U.S. Space Command, the specified proponent for space and national missile defense, the material developer for assigned programs, and the Army's integrator for theater missile defense. The command ensures that Army warfighters have:

- access to space assets and the products they provide to win decisively with minimum casualties, and
- effective missile defense to protect the nation as well as deployed U.S. forces and those of its allies. ♦

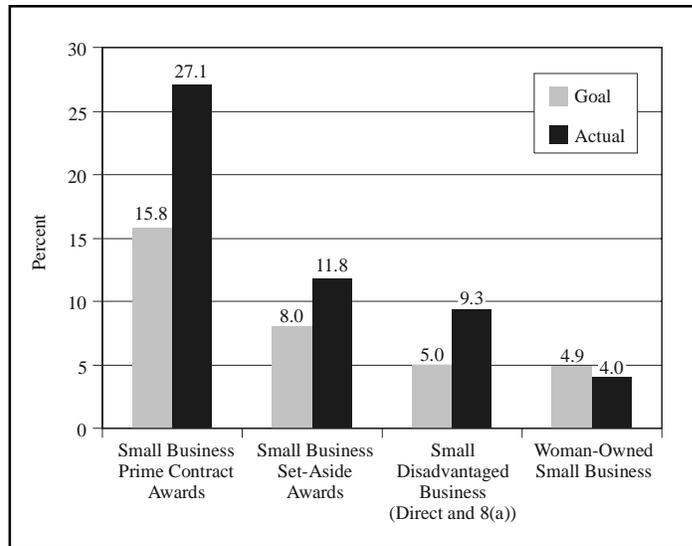
BMDO NEWS...

BMDO's Researchers Win SBA's Tibbetts Awards

The Small Business Administration (SBA) held a ceremony to recognize the recipients of fiscal year 1997 Tibbetts Awards. The awards luncheon was held in conjunction with the National Small Business Innovation Research (SBIR) conference held in Washington, DC on October 16, 1997. Thirteen of the 68 Tibbetts awards given were Ballistic Missile Defense Organization SBIR funded companies. The Tibbetts award is named for Roland Tibbetts, a former National Science Foundation associate instrumental in creating the SBIR program. The awards are made yearly to the "best and the brightest" entrepreneurial companies in the SBIR program. Listed below are the BMDO SBIR funded Tibbetts award winners:

- SDL, San Jose, CA;
- Silicon Mountain Designs, Colorado Springs, CO;
- Mainstream Engineering Corporation, Rockledge, FL;
- SatCon Technology Corporate, Cambridge, MA;
- Nonvolatile Electronics, Inc., Eden Prairie, MN;
- EMCORE Corporation, Somerset, NJ;
- Rocky Research, Boulder, CO;
- Thermacore, Inc., Lancaster, PA;
- Silicon Designs, Inc., Issaquah, WA;
- Aerotech Engineering and Research Corporation, Lawrence, KS;
- Essex Corporation, Columbia, MD;
- Sarcos, Inc., Salt Lake City, UT;
- Ortel Corporation, Alhambra, CA

BMDO's Small Business Goals and Achievements



This chart depicts the Fiscal Year 1997 Small Business Contracting Goals that were assigned to BMDO by the Office of the Security of Defense and the actual accomplishments made by BMDO for that period.



Jeff Bond, the Ballistic Missile Defense Organization's Small Business Innovation Research (SBIR) Program Manager, discusses the SBIR Program with attendees at the recent National SBIR Conference in Phoenix, Arizona.

FY98 DoD SBIR Solicitation Available

The Department of Defense's (DoD) Small Business Innovation Research (SBIR) fiscal year 1998 solicitation, which includes the solicitation for the Ballistic Missile Defense Organization (BMDO), is now available. The solicitation opened to proposals on October 1, 1997 and will close on January 14, 1998. The solicitation can be viewed and downloaded from the Internet at <http://www.acq.osd.mil/sadbu/sbir>. The Internet website also allows you to place your name on the mailing list to receive a hardcopy of the solicitation.

To contact the SBIR/STTR Help Desk, by telephone call (800/382-4634) or fax (800/462-4128) or by e-mail.

The BMDO SBIR/STTR office can be accessed by calling 800-WIN-BMDO (937-3150). The mailing address for BMDO's SBIR Office is:

Ballistic Missile Defense Organization
ATTN: TOI/SBIR (Bond), Suite 809
1725 Jefferson Davis Hwy
Arlington, VA 22202

SBA Proposes Changes to the 8(a) Program

The Small Business Administration (SBA) notice published in the August 14, 1997 *Federal Register*, requested comments on the proposed rule changes to the 8(a) program. The 100 comments that were received in response to the notice are currently being reviewed by the SBA's General Counsel office.

The 8(a) program is designed to foster the growth and development of eligible small businesses for nine years to aid them in reaching self-sufficiency. In order to be included in the program, the business must be owned and operated (at least 51 percent) by an American citizen who is socially and economically disadvantaged. Designated racial and ethnic groups are presumed to be socially disadvantaged. The proposed rule changes are a response to the challenges posed by the court case, *Adarand v. Peña*. The ruling in this case requires that "strict scrutiny" be applied to all Federal affirmative action programs using racial or ethnic criteria as a basis for decision-making. The proposed changes to the program include:

- The 8(a) Mentor-Protégé Program - the rule would provide significant developmental assistance to 8(a) firms through a new mentor-protégé program. The mentor-

protégé program would allow 8(a) firms to tap into the expertise and capital of 8(a) graduates or more advanced 8(a) firms.

- Small Business Affiliation Rule Revisions - the new rule would enhance the ability of 8(a) firms and other small businesses to obtain large prime contracts and overcome the effects of contract bundling by waiving the existing small business size affiliation rule for certain joint ventures bidding on large contracts.
- Department of Justice's Post-Adarand Review - the proposed 8(a) regulations would conform SBA's rules and procedures to the Department of Justice's post-Adarand guidelines.
- Equitable Distribution of 8(a) Contracts - The proposed rule would distribute 8(a) contracts more equitably by placing a limit on 8(a) sole source awards for firms reaching a specified total of 8(a) contract support.

The SBA is currently negotiating with the Department of Defense a memorandum of understanding that will delegate 8(a) contracting authority to the individual defense agencies. This delegation is intended to make the 8(a) program more competitive because it should reduce the amount of time it takes to process an award. ♦

Florida A&M University *(Cont'd from Page 1)*

Broad Agency Announcement issued by the Ballistic Missile Defense Organization (BMDO). Their proposal was one of the ten selected to receive an award.

The school spends 22 percent of its budget on scholarship programs and is credited for the successful implementation of the "Life Gets Better program." This program is funded by 92 corporations that contribute \$100,000 each. Through corporate sponsorship, the "Life Gets Better program" provides numerous four-year scholarships which cover the cost of full tuition, fees and summer internships.

Congratulations, FAMU on an outstanding job in furthering higher education. ♦

Legislation/Regulation Update

Final Rule on Contracting by Negotiation and Competitive Range Determination

A final rule revising Part 15 of the Federal Acquisition Regulation, was published in the September 30, 1997, *Federal Register*. The rule became effective October 10, 1997, however, agencies may delay implementation until January 1, 1998, at which time it becomes mandatory for all solicitations issued on or after that date.

The purpose of the revision is to ensure that, when contracting by negotiation, the Government receives the best value and offerors are treated fairly. The rewrite is intended to reduce the resources needed for source selection and to reduce the time necessary to contract an award.

The rewrite addresses the following:

- Supporting more open exchanges between the Government and industry;
- Re-establishing the "late is late" rule for receipt of proposals, in response to requests for information, and modifications;
- Emphasizing that no offeror, otherwise eligible to submit a proposal in response to the Government solicitation, will be excluded from the competitive range without its proposal being initially reviewed and evaluated solely against all evaluation criteria and significant subfactors in the solicitation;

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SBA Hosts Meeting on NAICS

On October 2, 1997, the Small Business Administration (SBA) hosted a meeting of Federal agency representatives to discuss the North American Industry Classification Systems (NAICS). Nine agencies were represented at the meeting. The representatives will be responsible for defining procurement policy concerning the use of NAICS, as well as establishing a means of coordinating future policy revisions. Follow-up meetings are planned to discuss implementing a new table of small business size standards, data collection on Federal contract awards, and other uses of industry classification codes in Federal procurement. ♦

Current BMDO Procurement Information Available on the BARBB

The Ballistic Missile Defense Organization's Acquisition Reporting Bulletin Board (BARBB) provides a forecast of BMDO's expected contracting opportunities. The forecast has four sections and includes information on current procurements, projected procurements, awards for the past six months, and options to be exercised during the next 12 months.

Small business representatives interested in contracting with BMDO are encouraged to view this information resource frequently for ongoing updates. The BARBB can be accessed on the Internet at: <http://www.acq.osd.mil/bmdo/barbb/barbb/htm>. ♦

RECENT PUBLICATIONS

BMDO's 1997 Report to Congress

The Ballistic Missile Defense Organization recently published its **1997 Report to Congress on Ballistic Missile Defense (BMD)**. The Report to Congress is a statutorily-required publication that includes a detailed description of each BMD program, the program strategies and objectives, the funding priority, and BMD compliance with the Anti-Ballistic Missile treaty.

The report can be downloaded or viewed on the Internet at: <http://www.acq.osd.mil/bmdo/bmdolink/pdf/rtc1997-pdf>. ♦



BMDOs' STTR Program Makes Awards

The Ballistic Missile Defense Organization's (BMDO) Small Business Technology Transfer (STTR) solicitation for fiscal year 1997 resulted in 26 awards for Phase I funding. The solicitation, which opened on December 1, 1996 and closed on April 2, 1997, listed three categories of research and development interest at BMDO: Sensors; Electronics and Photonics; and Surprises and Opportunities. The average award was funded at approximately \$60,000.

The STTR program was established by Congress in 1992 to fund cooperative research and development projects involving a small business and a research institution (i.e., university, federally-funded R&D center, or nonprofit research institution). BMDO is part of the Department of Defense solicitation issued once a year. The fiscal year 1998 solicitation is available for viewing on the Internet at: <http://www.acq.osd.mil/sadbu/sbir>. The 1998 solicitation will open for proposals on December 1, 1997 and closes on April 14, 1998. ♦

Kelman Requests Agencies to Intensify Small Business Outreach Efforts

Steven Kelman, former Administrator for the Office of Federal Procurement Policy, has solicited the help of agency senior procurement executives and the Acting Deputy Under Secretary of Defense (Acquisition Reform) to intensify small business outreach efforts. Mr. Kelman noted in a September 8, 1997 memo to senior

procurement executives that it had been brought to his attention that many small businesses were unaware of some of the most significant procurement reforms. Specifically, he requested that outreach efforts be expanded to include information on the government purchase card program, the use of electronic commerce, e.g., electronic catalogs such as "GSA Advantage!," the free on-line access to CBDNet, the Acquisition Reform Network (ARNet), and the Small

Business Administration's website: www.sba.gov.

Also mentioned in the memo was a request to remind small businesses of the expanded use of the government purchase card (IMPAC card or VISA card) for micropurchases. Small businesses are encouraged to seek assistance in becoming participating merchants in the VISA/Master Card Federal purchasing credit card network. ♦

Photon *(Cont'd from Page 1)*

offices in Port Jefferson, NY; Arlington, VA; Huntsville, AL; and Albuquerque, NM. As part of a recently embraced commitment to commercialization of selected elements of its technology, PRA has established Modlyn, Inc. as a wholly owned subsidiary with the business objective of providing expert services and software products for government agencies and industrial-based companies in the biotechnology, computational chemistry and molecular modeling fields.

PRA's core technology competency areas include nationally recognized expertise in the areas of: (a) observables phenomenology; (b) data-processing algorithms; (c) database development and archiving; (d) sensor systems engineering; and (e) software development. In each of the areas, PRA has been a pioneer in the

development and application of computer-based simulation and analysis tools. Additionally, with the recent sale of Photon Simulations, Inc. (a wholly-owned PRA subsidiary) to Paradigm Simulations, Inc. (a Dallas-based simulation and training software supplier), PRA and Paradigm have forged a strategic alliance to promote, market and sell PRA-developed "real-time" sensor simulation/software products to commercial customers throughout the world.

PRA software applications and codes are used across a variety of mission/application areas and industries, including ballistic missile defense, military surveillance and reconnaissance, aircraft and satellite design, computer-assisted test and evaluation, operator training, and the earth sciences investigations. The growth of the company has been anchored upon the breadth of its expertise in the physical and

engineering sciences. PRA has established a stable presence or niche in the national security industrial base that has proven to be both unique as well as successful.

PRA has long enjoyed an excellent working relationship with the Ballistic Missile Defense Organization (BMDO) as both a prime contractor and subcontractor. In fact, it considers itself to be a charter member of the original SDIO team when it was first "stood up" by The Reagan Administration in 1983. Over the years, the company has played a major role on a number of BMDO programs including Synthetic Scene Generation Model (SSGM), the Midcourse Space Experiment (MSX), and the Unconventional Passive Discrimination (UPD) programs. The company has also supported a number of technology-based initiatives that span

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Legislation/Regulation Update

(Cont'd from Page 4)

- Reiterating that all proposals received will be evaluated based upon the criteria in the solicitation;
- Reducing the bid and proposal costs for industry by providing early feedback as to whether a proposal is truly competitive;
- Eliminating mandatory forms currently used as cover sheets for submitting cost or pricing data and information other than cost or pricing data;
- Simplifying the exception to obtaining cost or pricing data for modifications to contracts for commercial items;
- Revising guidance pertaining to field pricing to reflect the need for greater flexibility;
- Simplifying guidance pertaining to unbalanced pricing to reflect its use as a proposal analysis technique;
- Eliminating the requirement for a separate determination and findings supporting cost-plus-fixed-fee contracts;
- Realigning fee limitations with statute, and permitting the contracting officer's signature on the price negotiation memorandum and other documentation of the negotiated price to serve as a determination that fee limits have not been exceeded;
- Increasing the scope of discussions;
- Requiring that adverse past performance to which an offeror has not had an opportunity to respond be brought to the offeror's attention before it can be the determining factor for exclusion from the competitive range;
- Requiring that all adverse past performance information be brought to the offeror's attention during discussions if the offeror is placed in the competitive range;
- Changing the standard for admission into the competitive range; and
- Streamlining the post-competitive range process. ♦

the realm from data analysis and phenomenological model development through planning and execution of full-scale field experiments in support of both test and evaluation, as well as model development and validation objectives. A number of widely accepted government-standard codes for important phenomenologies such as complex missile plume signatures (SIRRM and CHARM); atmospheric radiative transport (MOSART); cloud radiative transport models (CLDSIM); and radar scene generation (RadSim) have been developed by PRA and used in a variety of BMDO projects as the state-of-the-art design analysis tools for a number of IR and radar sensing applications.

More recent or new BMDO-related initiatives that the company is supporting include participation in

programs to develop and evaluate high-level system architecture; development of a methodology to comparatively evaluate system and architecture technology requirements; participation in cooperative experiments with the former Soviet Union (with both scientific and TMD implications); and systems engineering and analysis services for the development of directed energy weapons systems and technologies to support the BMD mission.

For further information about PRA, visit its web site at <http://www.photon.com/>. ♦

Contracts (Cont'd from Page 1)

small business set-aside. The contract has a two-year base period with three one-year options and is slated to end in October 2002.

On October 14, 1997, BMDO awarded **ANSER, Inc.** a cost-plus-fixed-fee contract valued at \$23,509,674 (includes options) to provide Interceptor Technology Support for the Technology Operations Directorate. The contract, with a two-year base period and three one-year options, is slated to end in November 2002.

BMDO's Delivery Orders and Small Purchases

On October 27, 1997, **NCS Technologies, Inc.**, a small business, was awarded a delivery order in the amount of \$72,288 for the purchase of 26 PC computers. This contract was awarded using the General Service Administration's schedule.

On October 24, 1997, **Microbase**, a small business, was awarded \$98,080 using simplified acquisition procedures, for a TRASS CD-ROM library. ♦

INTERNET NEWS

Some Useful Internet Addresses

Website Highlight

The Federal Acquisition Jumpstation provides "hotlinks" to all Federal procurement information on the Internet and the Commerce Business Daily (CBD). The Jumpstation also links to acquisition forecasts, announcements, solicitations, how-to guides, small business assistance information and the Federal Acquisition Regulations. The website can be accessed at: <http://procure.msfc.nasa.gov/fedproc/home.html>.

Other Useful Internet Addresses:

- Information from the Dun and Bradstreet website on the importance of having a business identification (DUNS) number and a link to request a number: <http://www.dbisna.com/dbis/dnbhome.htm>
- Central Contractor Registration number: <http://ccr.edi.disa.mil/ccr/default.htm>
- The BMDO Small and Disadvantaged Business Utilization Homepage address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>
- The Ballistic Missile Defense Organization Reporting Bulletin Board address: <http://www.acq.osd.mil/bmdo/barbb/barbb.htm>

CALENDAR OF EVENTS

JANUARY EVENTS

National Imagery & Mapping Agency Technology Expo
January 15, 1998
Bethesda, MD
Point of Contact: National Small Business Council
(800) 333-6722

FEBRUARY EVENTS

Department of Defense Regional Council for Small Business Education and Advocacy
Washington, DC Chapter Quarterly Meeting
February, 1998
Washington, DC
Point of Contact: Pat Cleveland, Treasurer
(703) 767-1652

MARCH EVENTS

10th Annual High-Tech Small Business Development Procurement Conference
March 3-4, 1998
Jet Propulsion Laboratory
City of Industry, CA
For more information access the JPL homepage at:
<http://acquisition.jpl.nasa.gov/boo/hight98.htm>

Opportunities '98: Making Dollars and Sense Selling to Government Agencies
March 16, 1998
Asheville, North Carolina
Point of Contact: Richard Faulkner
(704) 251-1988

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