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# **Missile Defense Agency Contract Support Services**



**MDA Small Business Conference – Huntsville, AL  
19 September 2007**

**Caroline (CC) Coleman  
Director, Contract Support Services  
Missile Defense Agency**

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# Agenda

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- **Contract Support Services Organization**
- **Why MiDAESS?**
- **MiDAESS Program**
- **Industry Concerns – Small Business Perspective**
- **Question and Answer Session**

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# Contract Support Services Organization (DACCS)

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- **Awards and Administers 71 Contracts for 2100 Contract Support Personnel**
  - **43 (61%) with SB, 28 with LB (39%)**
  - **Supports All MDA Locations**
    - **Except MDA National Teams and PM Support until MiDAESS (i.e., THAAD, GMD, ABL, STSS, etc.)**
  - **Types of Services**
    - **Business/Financial Management**
    - **Security Services (including Intel)**
    - **Acquisition, Logistics & Contracting**
    - **Admin Support**
    - **Highly Specialized Engineering**
    - **Facilities Management**
    - **Other Professional Services**

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# Contract Support Services Organization

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## • DACS Current Organization

### -NCR

- Administer & support 71 contractor support service (CSS) contracts
- MiDAESS strategic and acquisition planning

### -HSV

- Administer contract support contracts
- Award/administer local post/camp station-type support
  - e.g. commodities, small purchases
- MiDAESS PCO/Team



# Contract Support Services Organization

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- **DACS Future Organization (thru BRAC)**

- **NCR**

- **Award/administer CSS contracts**

- **HSV**

- **MiDAESS Program Management Office (PMO)**
- **Establish “Base Ops” Office**
  - **Award/administer commodities, small purchases**
- **All other CSS contracts**



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# **Missile Defense Agency Engineering & Support Services (MiDAESS)**

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## **Why MiDAESS?**



# Why MiDAESS?

## • Agency Control and Management

- Centralized capability to acquire CSS
- No longer dependent upon other service/agency contracts for CSS support
- Gain efficiencies
- Centralized reporting

## • Support MDA Reengineering

- Implements Matrix Management concept
- Facilitates supporting BMDS integration
- Centralized management – decentralized execution

## • BRAC Decision

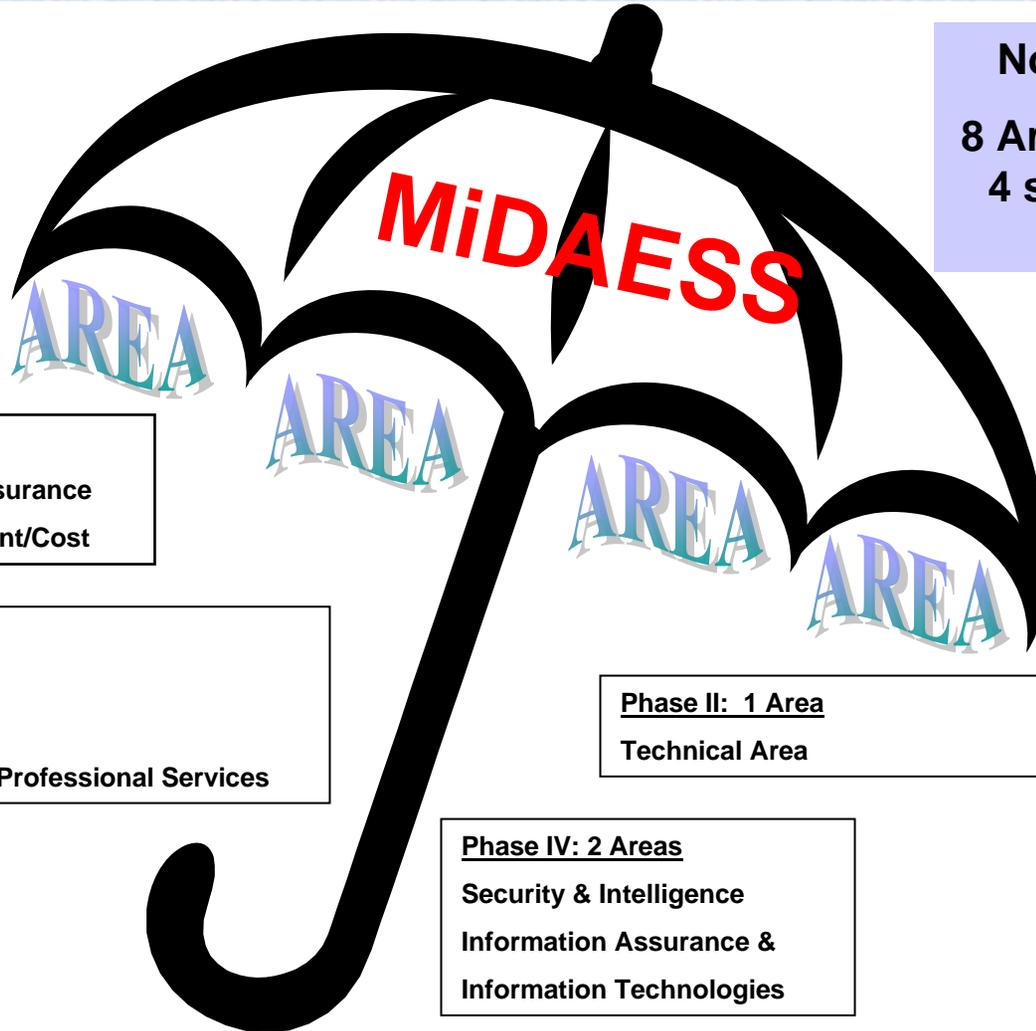
- Geographic transfer of work

**Vertical and horizontal integration of CSS**



# MiDAESS is a Program

Multiple contracts under a single program!



Notional Concept  
8 Areas grouped into  
4 source selection  
time phases

Phase I: 2 Areas  
 Safety, Quality & Mission Assurance  
 Budget/Financial Management/Cost

Phase III: 3 Areas  
 Programmatic  
 BMDS Operations  
 Admin/Other Support /Other Professional Services

Phase II: 1 Area  
 Technical Area

Phase IV: 2 Areas  
 Security & Intelligence  
 Information Assurance &  
 Information Technologies

**Niche  
Contracts**



# Transparent Procurement

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- **MiDAESS is being Conducted as a Transparent Procurement**
  - **Encourage maximum industry participation to help shape the acquisition**
  - **Share Information**
    - **Helps make better decisions – for government and industry**
  - **Provide numerous industry avenues for feedback and exchange**
    - **Industry Days, One-on-One Sessions, Contract Support CEO Days, other professional meetings (NDIA, NCMA)**
    - **Professional Services Council (PSC)**
      - **Government services industry advocate**
      - **Additional conduit for industry to MDA**
  - **Vet Industry concerns/recommendations to MDA senior leadership**



# Actions To Date

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- **MDA Industry Day, HSV, 28 Mar 07**
  - 400 attendees, 182 companies, 140 SBs
- **PSC Industry Day, NCR, 12 Apr 07**
- **Continuing Industry 1-on-1's in HSV**
  - 116 companies registered, 86 completed, 90 SBs
- **MiDAESS IPT Kickoff Meeting, 11 Jul 07**
- **Intro ASP, 20 Jul 07 (chaired by Lt Gen Obering)**
- **PSC Industry Day, HSV, 2 Aug 07**
- **Numerous MDA Executive Sessions**
- **Several MDA Executive Director Contractor Support CEO Days (NCR & HSV)**



# Small Business

## MiDAESS: Best Opportunity for Small Businesses to Support MDA

- **Anticipate Competition In All Areas**
- **NAICS Codes Assigned To Individual Areas**
  - Conducting market research for each Area
- **Individual Strategy for Each Area**
  - Anticipate mix of SB set-aside and full & open competition
- **TBD Items**
  - Requirements and sub-Areas
  - Bundling analysis
  - NAICS codes
  - Small business goals



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# Industry Concerns Small Business Perspective

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- **NAICS Determination**
  - Size standards: employee vs dollar
- **Bundling/Consolidation of Current Requirements**
  - Analyze for each Area/sub-Area
- **Small Business Utilization**
  - Enforce Small Business Subcontracting Plans
  - Use as a Performance Incentive
- **Small Business Opportunity to Prime**
  - KT structure; prime and sub in same area?; in more than 1 Area?
- **Subcontracting/Team Members**
  - Ability to add/delete team members after award
- **Teaming/Joint Venture**
  - Exclusivity or Other Government Driven Restrictions

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# Industry Concerns Small Business Perspective (con't)

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- **Organizational Conflict of Interest (OCI)**
- **Work Package Structure**
  - Competing Task Orders
- **Mandatory Sources**
  - Javits-Wagner O'Day Act (JWOD)- AbilityOne
  - Inter-Service Support Agreements (ISSAs)
- **Transition Of Current Support Contracts**
- **Sufficient MiDAESS Workload at Contract Award**
- **Timing And Status of MiDAESS Proposals**
  - B&P costs
  - Common structure and criteria among Areas, where possible
- **Funding**
  - O&M versus R&D FY09

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# Services Contact Information

## • DACS

- Waterfall Chart
- Expiring Contracts List
- MDA Business Acquisition Requirements Bulletin Board (BARBB): <http://www.mda.mil>
  - Click on “Doing Business” upper right corner



## • MiDAESS

- Acquisition Email Address: [MiDAESS@mda.mil](mailto:MiDAESS@mda.mil)
- Federal Business Opportunities: <http://www.fedbizopps.gov/>
  - Solicitation number: HQ0006-07-R-0012 or Keyword: MiDAESS
- MDA BARBB: <http://www.mda.mil/barbb/midaess.html>
- Contracting Officer: Janice S. Olson
  - Phone (256) 955-9276
  - Email address [janice.olson@mda.mil](mailto:janice.olson@mda.mil)



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# QUESTION AND ANSWER SESSION

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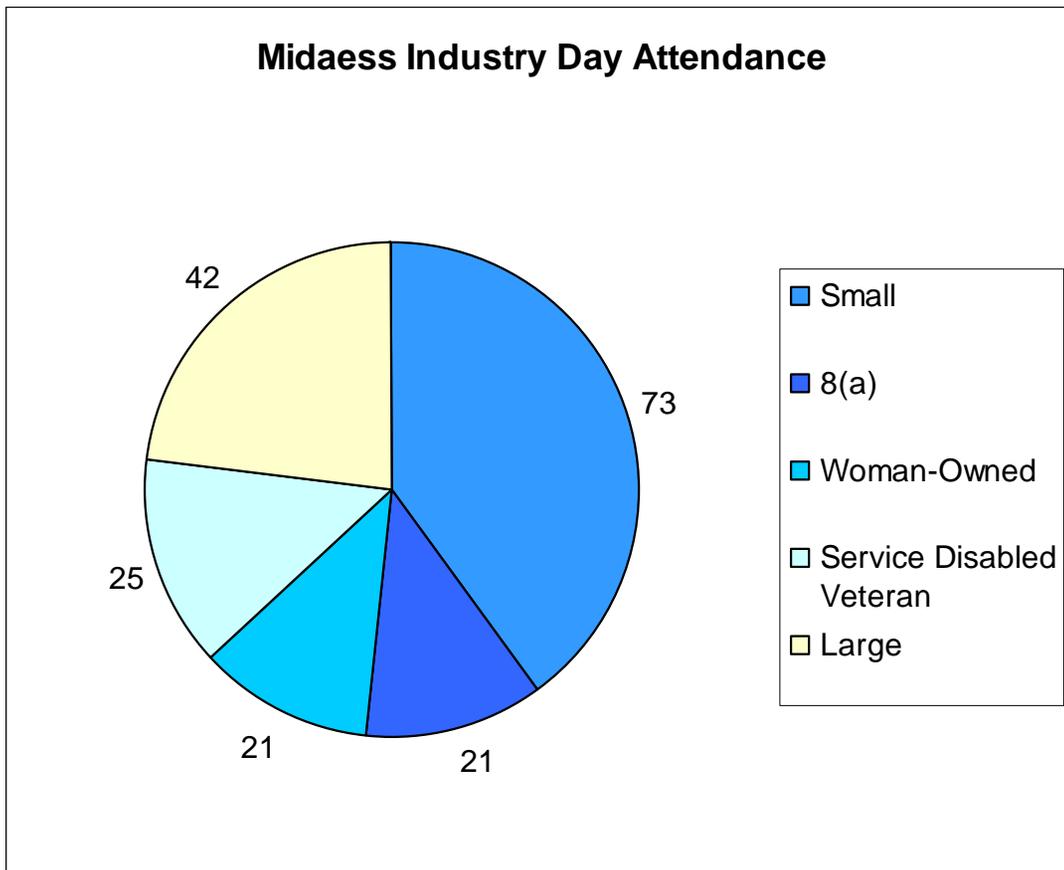
# BACKUP

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# Industry Day Results

- Held 28 Mar 07 in Huntsville, AL
- Approximately 400 attendees
- 182 companies represented
- Overall, positive feedback received from industry

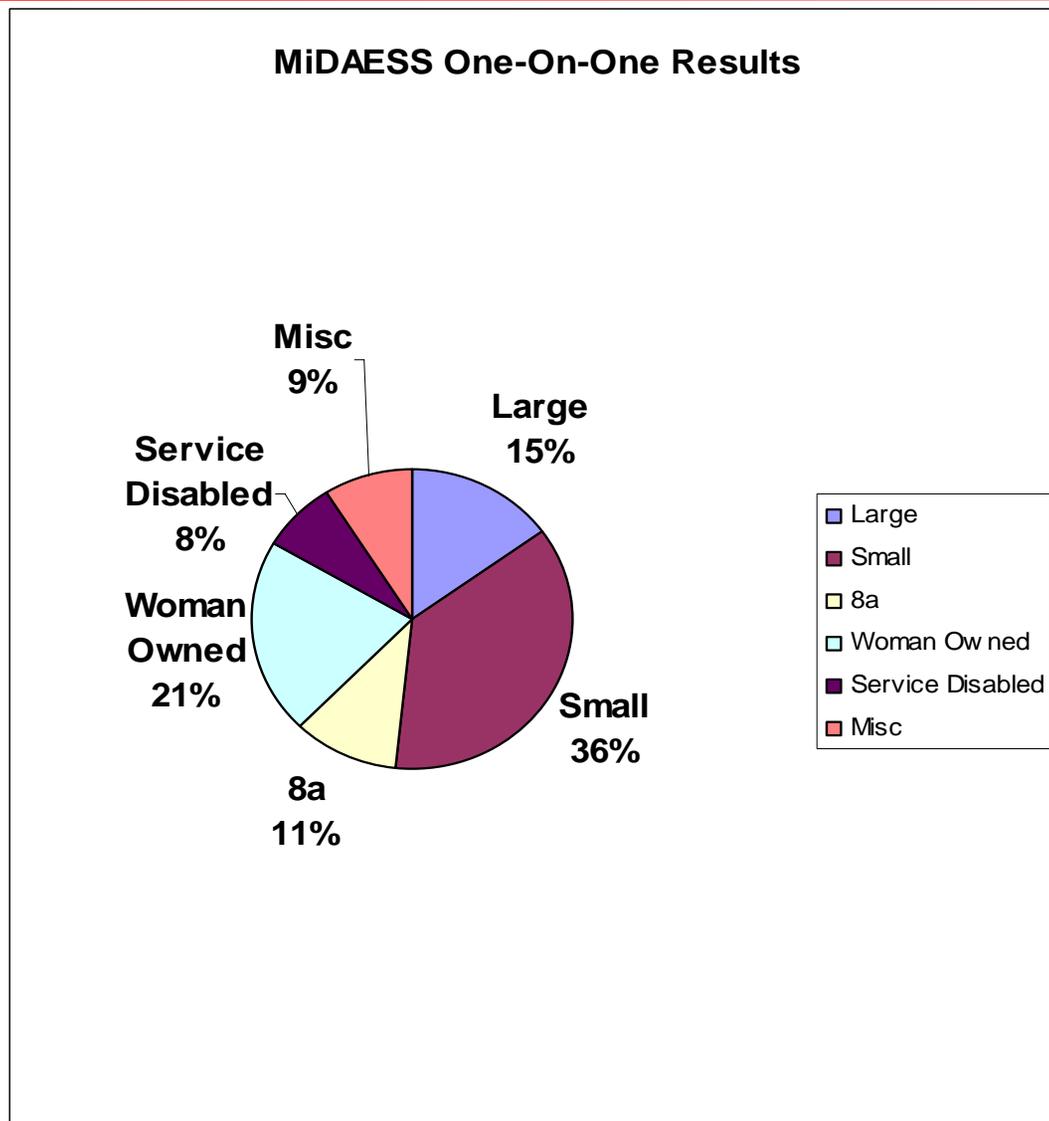


**77% of attendees are Small Businesses or Special Interest Category**



# MiDAESS One-on-One Results

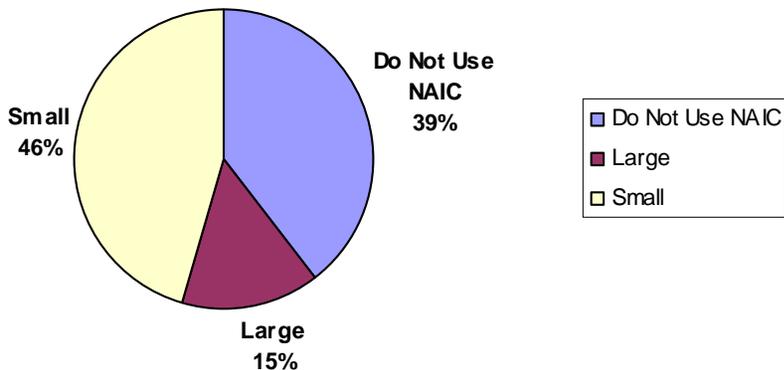
- 116 Requests received
- Sessions held in Huntsville from Jun through Sep 07
- Used as part of the MiDAESS Market Research
- Chart shows industry representation by major category





# NAIC 541712

NAIC 541712 (1000 employees)



- Majority of small business are not small when using the 500 employee standard
- NAIC clearly does not apply for all areas under MiDAESS

Information Based on MiDAESS One-on-One data



# Potential NAICS

NAICS	DESCRIPTION	SIZE	STANDARD	FUNCTIONAL AREA
<b>Current</b>				
<b>541710</b>	Research & Development in the Physical, Engineering, Life Sciences	<b># Employees</b>	<b>1,000 R&amp;D</b>	
<b>By Area</b>	<b>Notional</b>			
<b>541219</b>	Other Accounting Services	<b>Annual Receipts</b>	<b>\$ 7.5M</b>	<b>BFM/Cost</b>
<b>541330</b>	Engineering Services* (* Military Weapons)	<b>Annual Receipts</b>	<b>\$ 25.0M</b>	<b>SQMA/ Program Management</b>
<b>54151</b>	Computer Systems Design & Related Services	<b>Annual Receipts</b>	<b>\$ 23.0M</b>	<b>IT &amp; IA</b>
<b>541712</b>	Research & Development in the Physical, Engineering, Life Sciences	<b># Employees</b>	<b>1,000</b>	<b>Technical – Engineering &amp; Test</b>
<b>561110</b>	Administrative and Support Services	<b>Annual Receipts</b>	<b>\$ 6.5M</b>	<b>Admin/Other Services/ Other Professional</b>
<b>561210</b>	Facilities Support ( For BMDS)	<b>Annual Receipts</b>	<b>\$ 32.5M</b>	<b>BMDS Operations</b>

Market research still needed for all Areas prior to final determination



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# DACS WATERFALL CHART (sample)

New D CODE	BUS SIZE L OR S	CONTRACT #	DESCRIPTION	Contract Type	Current Contract Expiration	Total Period Of Performance	FY07				FY08				FY09	MYE
							Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
DV	L	07-F-0008	CSC	MDA HQ PROGRAM PLANNING SUPPORT	FFP	27 Oct 07	Term 1 w/Option				Award Term 2 w/Opti		Award Term 3 w/Option		29	
DV	S	*07-F-0009	SPARTA	TECHNICAL SERVICES	FFP	26 Oct 07	Term 1 w/Option				Award Term 2 w/Opti		Award Term 3 w/Option		23	
DFB	L	07-F-0058	BAH	CONSULT SUPPORT FOR MDA DIRECTOR	FFP	04 Aug 08	Base Yr				Option 1 of 4			2		
DFB	S	*05-F-0006	SPARTA	C2BMC SETA	FFP	30 Jun 08	Option 2 of 4				Option 3 of 4		Option 4 of 4	90		
DAC	L	*07-D-0006	CACI	ACQUISITION, CONTRACTING SPT	T&M	31 Jan 12	5 Yr Base w/5 Option Years							57		
DAC	S	07-D-0002	KEPLER RESEARCH, INC	DAC/SBSA SETA SUPPORT CONTRACT	CPFF	31 Mar 09	2 Yr Base w/3 Option Years							n/a		
DO	L	*01-A-0016-0004	CSC	PROGRAM INTEGRATIONS	FFP	29 Feb 08	Award Term 1 w/Option				Award Term 2 w/Option			51		
DO	L	*03-F-0017	L-3 COMMUNICATION	PROGRAM OPERATIONS SETA	FFP	29 Jul 08	Award Term 1 w/Option				Award Term 2 w/Optio			67		
DFN	L	03-F-0015	TASC	SENSOR SUPPORT	FFP	30 Jun 08	Option 4 of 4				Award Term 1 w/Option			18		
DFN	L	03-F-0016	CSC	SENSOR SUPPORT	FFP	30 Jun 08	Option 4 of 4				Award Term 1 w/Option			17		
DO	S	07-C-0021	PARADIGM	EVENTS MANAGEMENT PLANNING	CPFF	14 Oct 07	w/3 one-month Options							4		
DO	S	*04-F-0003	WILLIAMS ADLEY	FINANCIAL MANAGEMENT SUPPORT	FFP	31 Jan 08	Option 3 of 3				Award Term 1 w/Option			21		
DO	L	04-F-0006	SAIC	INDEP PROG ASSESSMENT SUPPORT	FFP	31 Mar 08	Option 3 of 5				Option 4 of 5			6		
DO	S	04-F-0018	TOUCHSTONE	ACQUISITION OF SPECIAL STUDIES	T&M	31 Jul 08	Option 3 of 3							3		
DO	S	*04-F-0019	DECISIVE ANALYTICS	EVMP/PROG.ANALYSIS SUP.& ASST. SVCS.	FFP	30 Jun 08	Option 3 of 3				Award Term 1 w/Option			36		
DO	S	07-F-0036	PARADIGM	FUNDS EXECUTION SUPPORT	FFP	30 Apr 08	Base							70		
DO	L	07-F-0010	ANTEON CORP.	FACILITIES MANAGEMENT	T&M	30 Nov 07	Option 2 of 4		Option 3 of 4		Option 3 of 4			n/a		
DFI	L	*05-C-0024	CSC	MDA FRONT OFFICE SUPPORT	CPAF	14 Jun 08	Option 2 of 4				Option 3 of 4			87		
DEA	S	04-F-0012	STSILLC	MDA TECH. ASSESSMENTS	T&M	05 Apr 08	Extend to 5 April 08							2		
DEA	S	*06-F-0023	VANGUARD	SCIENTIFIC & ENGINEERING ASSESSMENTS	FFP	30 Sep 07	Base				Option 1 of 4		Option 2 of 4	8		
DOH	L	05-F-0011	EMC, INC.	MGMNT OPS & HUMAN RSRC SUPPORT	FFP	31 May 08	Option 1 of 4		Option 2 of 4		Option 3 of 4			17		
DOH	L	07-F-0029	TMP	NATIONWIDE MARKETING & RECRUITING SVS	FFP	05 Apr 08	Base Year				Option 1 of 1			7		
HS	S	03-C-0151	HMR TECH	HISTORY SERVICES PROGRAM SUPPORT	FFP	31 Aug 08	Option 3 of 4				Option 4 of 4			4		
DOI	L	01-A-0015-0001	SYCOLEMAN CORP	FAC, SUPPLY & MGMT OPNS SUPPORT	FFP	04 Apr 12	Award Term 1				Award Term 2			10		
DOI	L	*02-C-0037	EMC	FINANCIAL CTR/SEQUOIA & MGMT/FAIC	CPFF	31 Dec 09	Option 4 of 4							14		
DOI	S	04-C-0005	TKCC	SUFFOLK BUILDING SERVICES	CPFF	30 Jun 09	Lease							n/a		
DOI	S	04-C-0007	FUTURE TECH INC.	MDA MAIL FAC & VISITORS' PARKING	CPFF	13 Feb 08	Option 2 of 4		Option 3 of 4		Option 4 of 4			7		



## Background (Cont'd)

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- **The *Typical* MDA Support Services Contract is**
  - A delivery order under a GSA schedule contract
  - One year base with four one-year options or two-year base with options and award terms (10 year PoP)
  - Specifies number of man-months to be delivered per year
  - Fixed rate per man-month delivered
  - Includes a mix of on- and off-site personnel
- **Other Support Services Contracts are typically CPFF or CPAF, with one-year base and four one-year options and specified level-of-effort**



# DACS Customers

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- **24 MDA NCR Organizations**
  - **71 active contracts (excluding purchase orders)**
  - **Value: \$1.6B**
- **45 Contractors**
- **58 Contracting Officer Representatives (CORs)**