



# 2020

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**Missile Defense Agency  
Office of Small Business Programs  
Virtual Conference**

# Consolidated Support Program Office Missile Defense Agency



**Mr. Gerald (GB) Austin II**  
Deputy Program Manager

**12 – 14 May 2020**

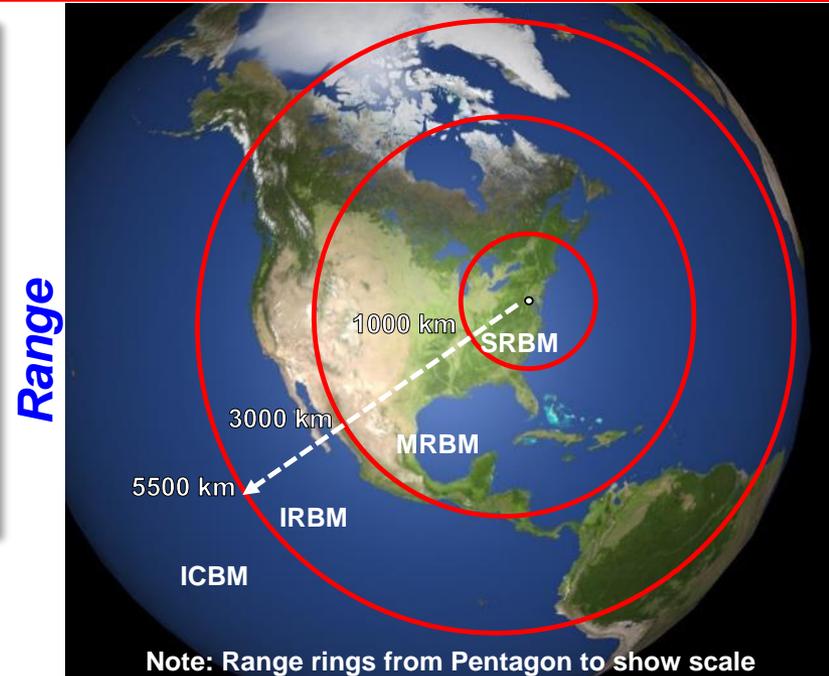


# Missile Defense Evolving Threat Environment

Approved for Public Release  
20-MDA-10458 (15 Apr 20)

Adversaries are fielding diverse and expansive ranges of modern offensive missile systems

- Developing new missiles & improving existing systems
  - Precision strike
  - Penetration aids (e.g. decoys, jamming devices)
- Capable of maneuvering in midcourse or terminal phase
  - Maneuvering Reentry Vehicle (MaRV)
  - Multiple Independent Reentry Vehicle (MIRV)
  - Hypersonic glide vehicles and cruise missiles



SRBM: Short Range Ballistic Missile	(300-1000 km :: 621 mi)
MRBM: Medium Range Ballistic Missile	(1000-3000 km :: 1864 mi)
IRBM: Intermediate Range Ballistic Missile	(3000-5500 km :: 3418 mi)
ICBM: Intercontinental Ballistic Missile	(5500+ km :: 3418+ mi)



North Korea  
Hwasong-15 ICBM



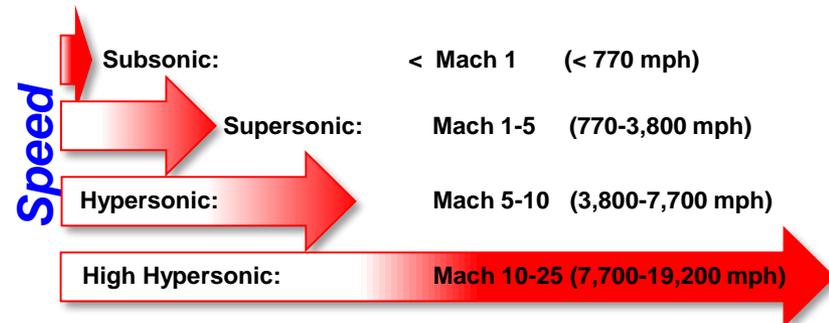
Iran  
Emad-1 MRBM with MaRV



China  
Dong Feng (DF-26) IRBM



Russia  
Concept Hypersonic Glide Vehicle



Ref: 2019 Missile Defense Review



# Missile Defense Agency Mission

To develop and deploy a **layered** Missile Defense System to **defend** the United States, its deployed forces, allies, and friends from missile attacks in **all phases** of flight



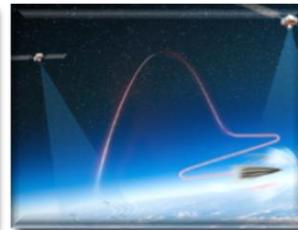
**Missile Defense Capability  
Globally Deployed**



# Missile Defense Agency Lines of Effort

In Support Of The National Defense Strategy

- Build **Warfighter confidence** through focus on **readiness and sustainment**
- Increase engagement **capability and capacity** to outpace emerging threats
- Increase **speed of delivery** of new capability to address the **evolving threat**



*“A robust and credible layered missile defense system paired with our conventional and nuclear force capabilities provides the ability to deter strategic attacks, deny benefits, and impose costs against any potential adversary.”*

*-- Admiral Charles A. Richard, U.S. Strategic Command*



# Today's Layered Active Missile Defense System

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## C2BMC

Command and Control, Battle Management and Communications

NMCC

USSTRATCOM

USNORTHCOM

USINDOPACOM

USEUCOM

USCENTCOM

### BOOST Defense Segment

### ASCENT/MIDCOURSE Defense Segment

### TERMINAL Defense Segment

### The System Of Elements

**GBI**  
Ground-Based  
Interceptor

**SM-3 IIA**  
Standard  
Missile

**SM-3 IA/IB**  
Standard  
Missile

**THAAD**  
Terminal High  
Altitude Area  
Defense

**SM-6**  
Standard  
Missile

**GMD**  
Ground-based  
Midcourse  
Defense

**Aegis  
Ship & Ashore**  
Ballistic Missile  
Defense

**Aegis  
Sea-Based  
Terminal**

**PAC-3**  
Patriot Advanced  
Capability

### Sensors



Satellite Surveillance  
BMDS OPIR Architecture



Upgraded Early  
Warning Radars



Forward-Based  
Radars



AEGIS BMD  
SPY Radars



Discriminating  
Radars



# Missile Defense Agency Primary Operating Locations





# Missile Defense Agency Services

**MODELING &  
SIMULATION TRUTH  
(CONTRACT - MSC-T)**

**SPECIALIZED WARFIGHTER  
DEVELOPMENT CONTRACT  
(SWDC)**

**COMMERCIAL  
SERVICES**

**RESEARCH & DEVELOPMENT  
ENTERPRISE COLLABORATION  
SERVICES (RECS)**

**ADVANCED  
RESEARCH  
CENTER (ARC)**

**TECHNICAL ENGINEERING  
ANALYTICAL AND  
MANAGEMENT SUPPORT  
(Current and NEXT)**

**INTEGRATED RESEARCH  
& ENTERPRISE  
SOLUTIONS (IRES)**



# Category Management Influence

## Category Management (OFPP)

▶ A **structured** approach to create common categories of products and services that enable the Federal Government to eliminate redundancies, increase **efficiency** and **effectiveness**, and boost (customer) satisfaction with the products and services we deliver

- **Latest evolution of Strategic Sourcing & Supply Chain Mgt**
  - Holistic/enterprise approach to enhancing performance, managing costs
  - Goal to reduce costs AND improve mission effectiveness
  - Eliminate redundancies/duplication & leverage federal gov't spend
  - Enhanced market intelligence into industry best practices & innovation
- **Commercial Best Practice**
  - Adopted by UPS, Krogers, etc.
  - Analysis/data driven - let facts/marketplace lead to best solutions



# Governance Structure



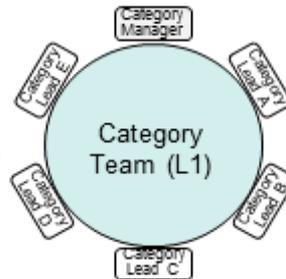
**CMLC**

The governing board for Category Management initiatives. Provides government-wide direction on CM strategy and initiatives.



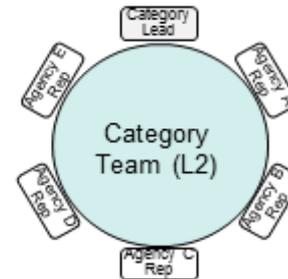
**Category Managers**

Experts in the category (e.g., IT). They develop the government-wide strategy to drive improved performance and act as change agents for the category.



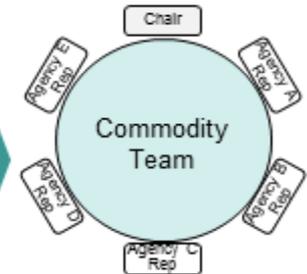
**L1 Category Team**

Responsible for the development and execution of category strategies for a specific Tier 1 category (e.g., IT)



**L2 Category Team**

Responsible for the development and execution of category strategies for a specific Tier 2 category (e.g., IT software within the IT category).



**Commodity Teams**

Traditional strategic sourcing working group formed when the category management process identifies the need for a new acquisition solution.



**Category Management PMO**

Provides overall program management support to the groups and individuals in the governance structure; facilitates the development and implementation of business rules and processes.



**Common Acquisition Platform (CAP)**

Develops and executes the IT strategy to support category management business strategy via the Acquisition Gateway.



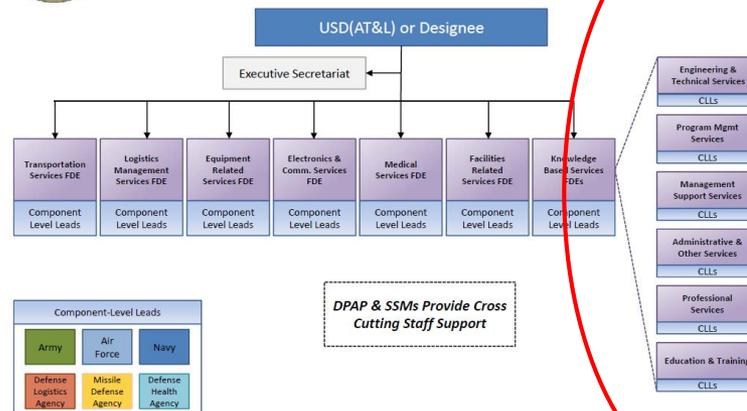


# OSD Emphasis on Service Acquisitions

Services Contracts Require at Least the Same Discipline and Rigor as Weapons System Acquisitions due to the Amount of DoD Annual Spend

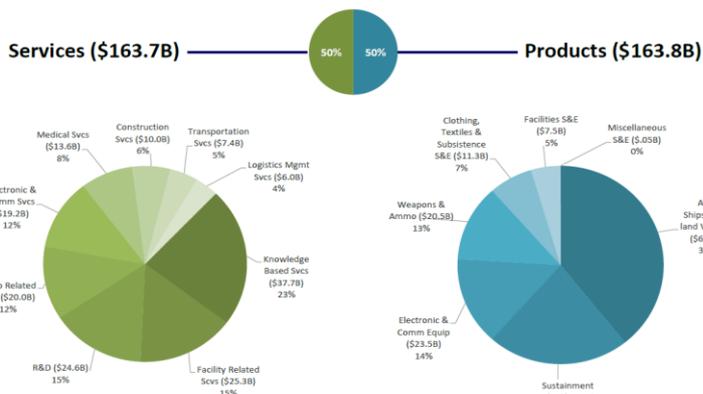


## Functional Domain Expert Structure



## FY17 Spend - DoD as Funding Dept

Services = 50% of Obligations



## Better Buying Power & Services Acquisition



- Identify Best Practices to Deliver Better Value
- Assign Senior Service Members
- Enhance Tradecraft and Tools
- DoDI 5000.74 – Defense Acquisition of Services
- Strengthen Contract Management Outside Acquisition Chain
- Improve Requirements Definition
- Improve Contracted Engineering and Technical Services

"With tightening budgets, and increased risk, there must be a greater focus on improving contracted services outcomes."



# Consolidated Support Program Office Mission



**The Consolidated Support Program Office is designated as the single organization charged with planning, executing and surveillance of Agency Advisory and Assistance support requirements. This mission includes implementing and managing effective services acquisition strategies across the MDS enterprise and uniformly applying missile defense knowledge-based best practices and lessons learned to ensure mission success through efficient solutions for Agency stakeholders.**



# Evolution of MDA/CS A&AS Requirements

2009-2016



- MDA Engineering and Support Services (MiDAESS) contracts for enterprise-wide A&AS support

2014-2023



- 32 performance-based contracts aligned by function

2020



- 18 Level-of-Effort contracts aligned by function



# TEAMS “Next”

- **What is changing (or not)?**

- Contracts will be primarily level-of-effort based vs. performance based
- Improved ability to rapidly respond to emerging requirements
- OCI concerns require a deliberate approach by the Government and industry to avoid conflicts
- Continued use of C-type contracts and no immediate plans to use OASIS
- In order to achieve efficiencies, some legacy TEAMS contract options may be curtailed

- **How can industry help?**

- Respond to draft RFPs and seek guidance from the Procurement Contracting Officer (PCO) if requirements are not clear
- Ensure your responses to RFPs and other communications are timely
- Identify conflicts of interest and comply with the MDA TEAMS-Next OCI policy
- Ensure your proposal is accurate, complete, and easily understandable—Government intends to award without discussions





# Preliminary NAICS & Set-aside Strategy

- **IAW FAR 19.303, requirements were evaluated to ensure proper selection of NAICS**
  - Selection based on industry description in the U.S. NAICS Manual that “best describes the principal purpose of the product or service being acquired”
  - For consolidated requirements, NAICS selection is based on preponderance of the work
- **Set-aside decisions based on responses to RFI and Market Research**

Contract	NAICS	Set-Asides
MDS Engineering	541715	N/A – F&O
Advisory, Agency, Analytical Support	541330	N/A – F&O
Specialized Engineering Analyses	541715	Small Business
Intelligence	541690	N/A – F&O
Security Operations	541690	N/A – F&O
Cyber Compliance and Risk Management	541519	Woman Owned Small Business
Cybersecurity and IT Management	541519	Small Business
Warfighter Integration	541330	Service Disabled Veteran Owned Small Business
Test Support	541715	Small Business
Facilities Lifecycle Management	541330	N/A – F&O
Program Planning & Acquisition	541330	Service Disabled Veteran Owned Small Business
Facilities, Logistics, Environmental	541330	Service Disabled Veteran Owned Small Business
Quality and Mission Assurance	541715	Small Business
Safety	541715	Small Business
Agency Operations	541330	Small Business
Contracting Compliance Cost/Price Operations	541611	Small Business
Administration	541611	Woman Owned Small Business
Public Affairs	541611	8(a)



# Source Selection Considerations

- **Approach: Best Value, Full Trade-Off**

- Provides the Government maximum flexibility



- **Past Performance**

- May not be included as a distinct source selection factor
- Limited performance risk due to typical retention rates for incumbent employees



# Full and Open SB Goals

SB goal (%) of Total Contract Value for Full and Open Competitions					
Small Business (SB) Categories	MDS Engineering	A3	Intelligence	Security / Counterintelligence	Facilities Lifecycle Management
Small Business	33	17	25	33	33
<b>Socio-Economic Categories</b>					
Small Disadvantaged Business	4	3	4	5	5
Women-Owned Small Business	10	5	9	10	5
HUB Zone Small Business	5	2	2	5	3
Service-Disabled Veteran- Owned Small Business	3	2	4	3	3
Note: Each SB goal is calculated separately; any SB may be included in more than one SB category					

## Message to Industry:

- Small business participation plans will be evaluated as acceptable/unacceptable.
- To receive an acceptable rating for small business participation, proposed plans must meet or exceed the SB goal and all socio-economic category goals.
- Large businesses achieve the small business participation goals through subcontracting.
- Small businesses can achieve goals through their own performance/participation as a prime contract.

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# TEAMS-Next: Following the Process

## Seven Steps to the Services Acquisition Process



Codified in recent update to DoD Instruction 5000.74

- **Leverage Small Business**
- **Maximize Competition**
- **Improve Productivity and Performance**
- **Use Existing Best in Class Vehicles when practical**
- **Manage and Control Costs**
- **Provide Flexible and Innovative Solutions**

