Outreach Program

PURPOSE
Engage the business community to gain insight necessary to develop and maintain a superior knowledge of the industrial market MDA relies on for missile defense; offer marketplace knowledge that can help identify potential sources and solutions capable of meeting MDA mission requirements.

KEYS TO WORKING WITH MDA

• Let us know your capabilities by visiting our office or website at www.mda.mil and email outreach@mda.mil for information on how to register your company in our small business database.
• Attend our conferences for matchmaking with primes and meeting with government representatives from MDA.
• Provide quality responses to our “sources sought” notices when we issue them.

We often make important acquisitions strategy decisions based on responses to sources sought.

HOW WE HELP YOU

• Our office is your advocacy office.
• We will help you understand the Agency and where your product or services might best fit.
• We can also provide contact information for the appropriate agency or major prime contractor personnel to further market your products or services.
• We ensure that all acquisitions are reviewed for participation by small businesses.
• The key to making sure an acquisition is set-aside for small business is our ability to demonstrate there are sufficient businesses capable of performing the job we need, in a quality manner, and at a reasonable price to meet our agency’s mission.

MDA MARKETPLACES

Support for Development, Production, Fielding and Sustainment of the BMDS
• Many subcontracting opportunities with our large system integrators.
  - For those interested in participating in this market, become familiar with the MDA Small Business Advocacy Council (SBAC). To learn more visit www.mda.mil and click on MDASBAC.

Advisory and Assistant Services (A&AS)
• TEAMS/TEAMS-Next Program
  - All A&AS services will be acquired through the TEAMS program.

- Stay engaged in the TEAMS-Next Program by registering for SAM.gov announcements.

Infrastructure Support Services
• MDA Facilities and Information Technology (IT) support

SBIR/STTR
• MDA always participates in at least one solicitation issued by DoD Small Business Innovative Research (SBIR) or Small Business Technology Transfer (STTR) Programs.
**CHECKLIST**

For Doing Business with MDA

1. Meet with your local Procurement Technical Assistance Center (PTAC).
2. Identify your product or service by North American Industry Classification System (NAICS) Codes.
3. Confirm your small business size standards.
4. Determine if your business is eligible to participate in any Socio-Economic Program(s).
5. Obtain a Data Universal Numbering System (DUNS) number.
6. Register in the System for Award Management (SAM).
7. Become familiar with government contracting procedures.
8. Become familiar with MDA and how your company can help the Agency accomplish its mission.

**MAKE AN APPOINTMENT**

**Contact Information**

MDA Office of Small Business Programs  
Phone: 256-450-2872  
Email: outreach@mda.mil  
Website: www.mda.mil

10. Consider the GSA schedule program and other best-in-class contracts.
11. Explore subcontracting and joint venture/teaming opportunities.
12. Make an appointment to speak with the Office of Small Business Programs - your first and most important step for doing business with MDA.

"The MDA team is focused on designing, developing, delivering, and sustaining an advanced, fully integrated and layered missile defense system."

Jon A. Hill  
Vice Admiral, USN, Director, MDA

To achieve this focus the Agency relies on our large and small business contractors as they develop, test, integrate, and field the Missile Defense System (MDS) for MDA. This contractual relationship provides contracting opportunities in four major markets: MDS development, A&AS, Infrastructure Support Services and the Advanced Research Program.