

MISSILE DEFENSE AGENCY

# OFFICE OF SMALL BUSINESS PROGRAMS



Quarterly Newsletter | April 2020

Volume 22 | Issue 3



# MISSILE DEFENSE AGENCY

## OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

### IN THIS ISSUE

- 3** Message from the Acting Director
- 4** Outreach Program; Indian Incentive Program
- 6** TEAMS
- 8** TEAMS-Next Projections; TEAMS-Next OCI Restrictions
- 9** TEAM-Next
- 10** Current and Upcoming MDA Requirements
- 11** MDA's Large Prime Contractors
- 12** Mentor-Protégé Program
- 14** eSBIE Registration Steps; MDA Top NAICS Codes
- 15** Today's Layered Missile Defense System
- 16** Meet Our Staff
- 17** Outreach Calendar
- 19** MDA Small Business Programs Conference

### MISSION

Facilitate access to ingenuity residing within the small business industrial base the Missile Defense Agency (MDA) relies on for missile defense.

### VISION

We strive to remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting the Director's lines of effort, while effectively advocating for use of small businesses in our procurements.

## The *MISSION* of the **MISSILE DEFENSE AGENCY**

The mission of the Missile Defense Agency is to develop and deploy a layered Missile Defense System to defend the United States, its deployed forces, allies, and friends from hypersonic and ballistic missile attacks of all ranges and in all phases of flight.



Next Issue:  
**July 2020**

# Message from the

# **ACTING DIRECTOR**

*Jerrol Sullivan*

---



The Missile Defense Agency (MDA) Office of Small Business Programs' (OSBP) ongoing efforts to improve small businesses' participation in MDA acquisitions strengthens the industrial base MDA relies on for missile defense. Sustaining and improving the health of this industrial base requires a concerted effort by all of the MDA and the business community.

MDA's small business utilization philosophy requires acquisition teams to focus early in acquisition planning on Small Business (SB) utilization. We strive to sustain that focus throughout the acquisition life cycle of our systems and services to provide maximum practicable opportunities for SB participation in our acquisitions. The MDA OSBP does its part by reviewing acquisitions to determine if they can be set aside for small business or to determine the appropriate level of small business participation via subcontracting. If set-asides are not feasible, we establish aggressive small business subcontracting goals for follow-on or future acquisitions. Policy and relationships established with program management offices get us a seat at the table to participate in developing solicitation documents that formally communicate requirements to industry.

In sole source and competitive acquisitions we incorporate small business requirements in the RFP. In competitive acquisitions, we provide instructions in Section L and evaluation criteria in Section M that lead offerors to propose robust outreach programs, use of the DoD Mentor-Protégé Program, and mature SBIR/STTR program technologies. Small and large business help by responding effectively to RFIs, RFPs, competing for awards, and efficiently performing contracts awarded to deliver quality products and services on time to the warfighter to address current needs and evolving threats. From the MDA small business professional's perspective, this is the definition of mission success.

The key to this success is effective engagement with large and small businesses, identifying and providing potential opportunities for small businesses to participate in our acquisitions as prime or subcontractors. Therefore, informing us of the challenges your small business faces in finding opportunities and navigating the MDA marketplace helps us in helping you develop an effective strategy to succeed in doing business with MDA. Perseverance and collaboration will help us all become a Stellar Team, accomplishing a Noble Mission.



## OFFICE OF SMALL BUSINESS PROGRAMS

# Outreach Program

## PURPOSE

Engage the small business community to add value to MDA acquisitions by developing and maintaining a superior knowledge of the market; offer marketplace knowledge that can provide insight into solutions to mission requirements early in the market research process and throughout the acquisition cycle.

## KEYS TO WORKING WITH MDA

- Let us know your capabilities by visiting our office or website at [www.mda.mil](http://www.mda.mil) and adding your profile to our directory.
- 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.

## INDIAN INCENTIVE PROGRAM IIP

The Indian Incentive Program (IIP) is a Congressionally-sponsored program that provides a 5 percent rebate to a prime contractor on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization in accordance with DFARS Clause 252.226-7001. Through the generation of subcontracts, the IIP serves as an economic multiplier for Native American communities. Department of Defense (DoD) prime contractors with a subcontract worth \$500,000 or more that contains the DFARS clause are eligible for incentive payments.

*Information courtesy of DoD Office of Small Business Programs (OSBP)*

**Eligibility:** For Native American businesses, two requirements must be met in order to participate in the IIP:

1. 51% Native American/Alaskan/Hawaiian Ownership
  - Indian ownership of the subcontractor or supplier cannot constitute less than 51 percent of the enterprise.
  - DFARS 252.226-7001
2. Federally Recognized Tribal Enrollment
  - **Native American:** The subcontractor or supplier must be owned by a federally recognized tribe or a member of a federally recognized tribe.
  - **Native Alaskan:** The subcontractor or supplier must be owned by a "native," "native village" or "native group" (including corporations organized by Kenai, Juneau, Sitka, and Kodiak) as defined by the Alaska Native Claims Settlement Act.
  - **Native Hawaiian:** The subcontractor or supplier must be owned by a recognized Native Hawaiian as defined by 25 USC 4221(9).

For additional information, please visit the Indian Incentive Program webpage <https://business.defense.gov/Programs/Indian-Incentive-Program/> located under the DoD OSBP.

# CONTRACTING OPPORTUNITIES

# CHECKLIST

*For Doing Business with MDA*

## 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](http://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 beta.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 or (SBIR) and Small Business Technology Transfer (STTR) Programs.

**"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.

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.
9. Create a profile in the MDA Small Business Directory and Marketplaces at: <https://esbie.mda.mil/>.
10. Search for MDA procurement opportunities via our Acquisition Center at [www.mda.mil](http://www.mda.mil).
11. Consider the GSA schedule program and other best-in-class contracts.
12. Explore subcontracting and joint venture/teaming opportunities.
13. Make an appointment to speak with the Director of MDA Office of Small Business Programs - your first and most important step for doing business with MDA.

## MAKE AN APPOINTMENT:

### Contact Information

MDA Office of Small Business Programs  
Phone: 256-450-2872  
Email: [outreach@mda.mil](mailto:outreach@mda.mil)

### Websites

[www.mda.mil](http://www.mda.mil)  
<https://esbie.mda.mil/>

# TEAMS-Next

## SMALL BUSINESS SET-ASIDE

### Engineering Portfolio

#### Specialized Engineering Analyses ~145 FTE

- Threat
- Lethality
- Flight & Ground Test Analysis/Integration
- Risk/Knowledge Points
- International Program Engineering
- Cyber Engineering

NAICS	SIZE
541715	1,250

### IT/Cyber Portfolio

#### Cyber Compliance & Risk Management ~70 FTE

- Cyber Controls Validation Testing
- Software IV&V
- Cyber Range OT&E
- Cyber Risk Assessment
- Cyber Training

WOSB

NAICS	SIZE
541519	\$30M

#### IT & Cybersecurity Management ~145 FTE

- IT Architecture
- IT Planning
- IT Networks/Systems Services
- Information Management
- Enterprise Operations
- Integrated Communications
- Information Assurance Workforce Mgt
- Cyber Planning/Integration
- Network Defense

NAICS	SIZE
541519	\$30M

### Test & Warfighter Portfolio

#### Warfighter ~95 FTE

- Warfighter Integration
- Watch Officer Support

SDVO SB

NAICS	SIZE
541330	\$41.5M

#### Test Support ~295 FTE

- Flight Test
- Ground Test
- Wargames & Exercises
- Test Provisioning
- Test Infrastructure Support

NAICS	SIZE
541715	1,250

MDA encourages teaming arrangements to meet these consolidated requirements set-aside for competition among small businesses. **Set-asides require prime contractors to comply with DOD Class Deviation 2019-O0003 to Federal Acquisition Regulation (FAR) Clause 52.219-14, Limitations on Subcontracting for small businesses.** DOD contracting officers are required to use the Class Deviation instead of the existing clause at FAR 52.219-14 when issuing solicitations and awarding contracts or task or delivery orders under Far Part 19 to small business concerns.

**“Similarly situated entity,”** as used in this clause, means a first-tier subcontractor, including an independent contractor, that has the same small business program status as that which qualified the prime contractor for the award; and is considered small for the NAICS code the prime contractor assigned to the subcontract the subcontractor will perform.

Calculation of the amount that can be subcontracted:

In the case of contracts for services (except construction), a small business shall not pay more than 50 percent of the amount paid to it by the government to firms that are not similarly situated.

### Professional Services Portfolio

#### Program Planning & Acquisition ~345 FTE

- Acquisition Planning/Policy/Analysis
- Baseline Support
- Program Support
- Scheduling
- Strategic Planning/War Room/Executive Advisory Support
- MDA Boards
- International Affairs/Policy/Strategy

SDVO SB

NAICS	SIZE
541330	\$41.5M

#### Facilities, Logistics, Environmental ~195 FTE

- Facilities Planning/Policy/Operations
- BMDS Logistics/Analysis
- Environmental Management

SDVO SB

NAICS	SIZE
541330	\$38.5M

**Please Note:** This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. **\*\*This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs\*\***

# Professional Services Portfolio (cont'd)

**Quality & Mission Assurance** ~145 FTE

- QA Policy/Planning/Execution
- QA Risk Management
- QA Test Support
- Corrective Action Support

NAICS	SIZE
541715	1,250

**Safety** ~70 FTE

- Safety Support (at all levels)
- Safety Policy/Planning

NAICS	SIZE
541715	1,250

**Agency Operations** ~320 FTE

- Financial Management
- Cost Estimating
- EVM
- Accounting
- Financial Systems Support
- Human Resources Operations
- Training/Curriculum Dev

NAICS	SIZE
541330	\$41.5M

**Contracting, Compliance, Cost/ Price, and Operations (C3PO)** ~50 FTE

- Contracts Admin/Policy/Pricing
- Source Selection Advisory
- Contracting Operations
- Acquisition Operations
- Small Business Office Support

NAICS	SIZE
541611	\$16.5M

## Administrative Portfolio

**Administration** ~270 FTE  
WOSB

- Administrative Support
- Executive Support
- Staff Action Support
- Protocol

NAICS	SIZE
541611	\$16.5M

**Public Affairs 8(a) Direct Award** <10 FTE

- Open Source Media Compilation/Analysis
- Communication Products
- Security and Policy Review

NAICS	SIZE
541611	\$16.5M

## LEGEND

**SB Set-Aside**

**F&O**

**Please Note:** This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. **\*\*This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs\*\***

# FULL AND OPEN COMPETITION

MDA encourages teaming arrangements to meet these consolidated requirements. Prime contractors are required to provide maximum practicable opportunities for small business concerns to participate in efficient performance of these contracts, as specified in Federal Acquisition Regulation (FAR) Clause 52.219-8

## Engineering Portfolio

**BMDS Engineering** ~1,020 FTE

- Systems Engineering/Analysis (all levels)
- Modeling and Simulation (all levels)
- Element/Component Design, Dev, Integration
- Architecture
- Requirements Generation
- C3BM
- Directed Energy
- Risk Management

NAICS	SIZE
541715	1,250

**Advisory, Agency, Analytical Support (A3)** ~70 FTE

- On-demand executive-level advisory support

NAICS	SIZE
541330	\$41.5M

**Intelligence** ~29 FTE

- Intelligence Operations
- Counter-Insider Threat

NAICS	SIZE
541690	\$16.5M

**Security/Counterintelligence** ~122 FTE

- Counterintelligence
- Security Program Execution
- Information Security
- Special & Personnel Security
- Declassification

NAICS	SIZE
541690	\$16.5M

## Professional Services Portfolio

**Facilities Life-cycle Mgt** ~95 FTE

- Infrastructure Planning/Policy
- Asset Management
- Facilities Design/Acquisition/Construction Support
- Site Activation/Deployment

NAICS	SIZE
541330	\$41.5M

# TEAMS-NEXT OCI RESTRICTIONS

Area	Potential Conflict Areas	Nature of Conflict	Proposed Restriction
Quality and Mission Assurance	Safety; Program Planning and Acquisition; C3PO; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test	Impaired Objectivity	Restricted
Safety	Quality and Mission Assurance; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test; Facilities, Logistics and Environmental; C3PO	Impaired Objectivity	Restricted
Cybersecurity Compliance & Risk Management (CCRM)	Information Technology and Cybersecurity Management; C3PO	Impaired Objectivity	Restricted
Business Operations	Program Planning and Acquisition; C3PO; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test; Facilities, Logistics and Environmental	Impaired Objectivity	Restricted
Agency, Advisory, and Analytical Support (A3)	MDS Engineering; Specialized Engineering Analyses; Program Planning and Acquisition; Test; C3PO	Impaired Objectivity	Restricted
Contracting Compliance Cost/Price and Operations (C3PO)	All A&AS	Unequal Access Impaired Objectivity Biased Ground Rules	Exclusive

**RESTRICTION DEFINITIONS:** In addition to the prohibition on A&AS contractors performing R&D work for MDA, the following restrictions apply to TEAMS-Next participants.

**“Restricted” Contract** – For any TEAMS-Next Contract identified as “Restricted”, the prime and any subcontractors cannot participate on other TEAMS-Next contracts identified in the “Potential Conflict Area” column.

**“Exclusive” Contract** – For any TEAMS-Next Contract identified as “Exclusive”, the prime and any subcontractors cannot participate on any other TEAMS-Next Contract.

Approved for Public Release  
19-MDA-10268 (15 Nov 19)





# TEAMS

**TECHNICAL, ENGINEERING, ADVISORY & MANAGEMENT SUPPORT**

Solicitation	Contract Number	Solicitation Name	Awarded	
HQ0147-15-R-0007	HQ0147-16-C-0013	SBSA - Quality and Mission Assurance	a.i. solutions Inc.	12/9/2015
HQ0147-15-R-0008	HQ0147-16-C-0015	SBSA - Safety	A-P-T Research Inc.	1/5/2016
HQ0147-15-R-0011	HQ0147-16-C-0030	F&O - Warfighter Integration	Parsons Government Services Inc.	3/31/2016
HQ0147-15-R-0014	HQ0147-16-C-0024	SBSA - Environmental Management	Mabbett & Associates Inc.	4/22/2016
HQ0147-15-R-0027	HQ0147-16-C-0034	SBSA - Test Exercise, and Wargames	Millennium Engineering and Integration	4/29/2016
HQ0147-15-R-0032	HQ0147-16-C-0033	SDVOSB - Office Administration	Yorktown Systems Group, Inc.	5/3/2016
HQ0147-15-R-0012	HQ0147-16-C-0036	F&O - Counterintelligence	ManTech Advanced Systems International, Inc.	5/10/2016
HQ0147-15-R-0009	HQ0147-16-C-0037	F&O - Security Programs	Booz Allen Hamilton	5/10/2016
HQ0147-15-R-0016	HQ0147-16-C-0038	F&O - Intelligence Program	Booz Allen Hamilton	5/19/2016
HQ0147-15-R-0022	HQ0147-16-C-0040	SBSA - Cybersecurity Engineering	nou Systems, Inc.	5/26/2016
HQ0147-15-R-0021	HQ0147-16-C-0041	SBSA - Logistics	Venturi Inc.	6/13/2016
HQ0147-15-R-0013	HQ0147-16-C-0047	SBSA - Acquisition	BCF Solutions, Inc.	6/17/2016
HQ0147-16-R-0003	HQ0147-16-C-0042	F&O - Weapons and Missile Engineering	Parsons Government Services Inc.	6/30/2016
HQ0147-16-R-0014	HQ0147-16-C-0057	SDVOSB - Strategic Planning	Strategic Alliance Business Group	7/7/2016
HQ0147-16-R-0004	HQ0147-16-C-0070	F&O - C3BM Engineering	Parsons Government Services Inc.	8/3/2016
HQ0147-16-R-0011	HQ0147-16-C-0077	SBSA - Test Provisioning	Torch Technologies	9/22/2016
HQ0147-15-R-0024	HQ0147-17-C-0007	SBSA - International Affairs	Allied Associates International, Inc.	11/8/2016
HQ0147-16-R-0009	HQ0147-17-C-0028	F&O - BMD Systems Engineering (including M&S)	Parsons Government Services Inc.	3/23/2017
HQ0147-17-R-0001	HQ0147-17-C-0034	F&O - Facilities Life Cycle Management	Parsons Government Services Inc.	5/23/2017
HQ0147-16-R-0008	HQ0147-17-R-0055	F&O - BMDS CSM/CND	Booz Allen Hamilton	8/15/2017
HQ0147-15-R-0017	HQ0147-18-C-0004	SDVOSB - Facilities, Logistics and Space Management	Strategic Alliance Business Group	10/4/2017
HQ0147-16-R-0002	HQ0147-18-C-0001	SBSA - Predictive BMDS Engineering	Torch Technologies	10/19/2017
HQ0147-16-R-0018	HQ0147-18-C-0003	SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	Modern Technology Solutions, Inc.	10/30/2017
HQ0147-16-R-0016	HQ0147-18-C-0023	SBSA - International Engineering	PeopleTec, Inc.	8/28/2018
HQ0147-16-R-0005	HQ0147-18-C-0012	SBSA - Cybersecurity Compliance and Risk Management	Decisive Analytics Corporation	1/26/2018
HQ0147-17-R-0019	HQ0147-18-C-7121	8(a) – Public Affairs Support	DigitalSpec, LLC	2/14/2018
HQ0147-17-R-0017	HQ0147-18-C-0020	F&O - Agency Advisory & Analytical Support	MacAulay-Brown Inc. (MacB)	4/18/2018
HQ0147-18-R-0004	HQ0796-18-C-0002	SBSA – Information Technology Management and Analysis	Five Stones Research Corporation	8/8/2018
HQ0147-16-R-0055	HQ0147-16-C-0025	SBSA – Business Operations	Veterans Technology	7/20/2018
HQ0147-18-R-0006	HQ0147-18-C-0038	SBSA – Human Resources	LSINC Corporation	9/17/2018
HQ0147-17-R-0018	HQ0147-18-C-0041	WOSB- Protocol Support	L.C. Wright, Inc.	9/20/2018



# CURRENT AND UPCOMING MDA REQUIREMENTS

## REQUEST FOR PROPOSALS (RFP)

Notice ID	NAICS	Solicitation Name	Draft RFP Published	Response Date
HQ0858-20-0002	541715	TEAMS-Next Quality and Mission Assurance (QMA)	2/25/2020	3/27/2020
HQ014720R0001	541715	Next Generation Interceptor (NGI)*	11/26/2019	8/26/2019
Notice ID	NAICS	Solicitation Name	RFP Published	Response Date
HQ0858-20-R-0001	541611	TEAMS-Next Contracting, Compliance, Cost/Price and Operations (C3PO)	2/21/2020	4/6/2020

\* Companies interested in subcontractor opportunities on any potential NGI procurement should contact the following companies' points of contact (POC):

<b>Northrop Grumman</b> POC: Kevin Richardson kevin.richardson@ngc.com 480-814-6574	<b>Lockheed Martin</b> POC: Arthur "Todd" Stevens Arthur.t.stevens@lmco.com 256-217-6032	<b>Boeing</b> POC: John MacArthur John.g.macarthur@boeing.com 256-772-1130	<b>Raytheon</b> POC: Roya Montakhab Roya_montakhab@raytheon.com 520-665-5271
--	---	---	---

## SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

Notice ID	NAICS	Announcement	RFI Published	Response Date
MDA20CTSPN01	N/A	Missile Defense Agency (MDA) Pilot of the Defense Industrial Base (DIB) Enterprise Mission Assurance Support Service (eMASS) System	2/20/2020	3/12/2020
CS-2019-0002	541715	MDA TEAMS Next Request for Information	12/23/2019	3/8/2019
MDA19GMRF102	541715	Ground-Based Midcourse Defense (GMD)	9/17/2019	10/15/2019
HQ0854-20-DV-SSN-01	54171	Hypersonic Defense Regional Glide Phase Weapon System (OTA)	12/5/2019	12/16/2019
MDA20DERFI02	541715	RFI M&S Verification, Validation and Accreditation	11/21/2019	12/20/2019
HQ0859-20-DSC-RFI	541715	MDA DTR Instrumentation Support Contract (DISC)	2/10/20	3/3/20
MDA20GMRF01	541715	Ground Based Midcourse Defense Future RFI	3/18/2020	4/10/2020
HQ0858-20-R-0003	541715	TEAMS-Next Safety Source Selection	4/10/2020	4/20/2020

## INACTIVE ON beta.SAM.gov

Notice ID	Announcement	Published	Response Date
MDA20DTK01	Airborne Sensors Program Request For Information	2/27/2020	3/16/2020
MDA20BCSSN01	Exportable Command and Control (EC2) Architecture/System	12/30/2019	1/29/2020
MDA19THRFI01	Missile Defense Agency Terminal High Altitude Area Defense Advanced Capability Development Request for Information	8/28/2019	9/9/2019
MDA19THRFI01	TC Futures RFI	5/17/2019	5/30/2019
19-MDA-9942	Threat Hunting for Cybersecurity Assistance Team	6/17/2019	7/18/2019

## SOLE SOURCE

Notice ID	NAICS	Announcement	Published Date	Response Date	Award Date
HQ0276-15-C-0003		FY18 All Up Rounds Standard Missile - 3 Block IIA Missile Production & Integration, Ratheon Missile Systems	11/4/2019	11/15/2019	
HQ014719C0004P00033	334515	GMD Communications Network Modernization, In-Flight Interceptor Communications System Data Terminals Technology Upgrade, and GMD Fire Control Communication Software Build	12/27/2019		12/27/2019

## BROAD AGENCY ANNOUNCEMENTS (BAA)

Solicitation	NAICS	Solicitation Name	Published Date	Response Date
HQ0147-19-S-0001	541715	Missile Defense Science and Technology Advanced Research (MSTAR) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology	11/25/2019	10/1/2020
HQ0147-19-S-0002	541715	Advanced Technology Innovation Broad Agency Announcement (BAA) for the Missile Defense Agency Advanced Technology	11/25/2019	4/1/2021



# The Missile Defense Agency's **LARGE PRIME CONTRACTORS**

## System Integrators



**Mark Clem**  
GMD  
*Mark.A.Clem@Boeing.com*

**Terence Stanton**  
PAC-3, ABMD  
*Terence.Stanton@boeing.com*

**NORTHROP GRUMMAN**

**Rob Watson**  
Space Satellite Systems  
*Robert.Watson@NGC.com*



**Gina Gastelum**  
Propulsion  
*Georgina.Gastelum@Rocket.com*



**L3HARRIS**

**Thosie Varga**  
*Thosie.Varga@L3T.com*

**LOCKHEED MARTIN**

**Laura Case**  
Targets/THAAD  
*Laura.Case@LMCO.com*

**Lisa Baumann**  
THAAD  
*Lisa.E.Baumann@LMCO.com*

**Kim Luker**  
Aegis BMD  
*Kim.Luker@LMCO.com*

**Gary Harrer**  
LRDR  
*Gary.Harrer@LMCO.com*

**Paul Pfahler**  
C2BMC  
*Paul.R.Pfahler@LMCO.com*



**Charles Harwood**  
Engineering Services  
*Charles.R.Harwood@Raytheon.com*

**Joanne N. Arvizu**  
SM3  
*JNarvizu@Raytheon.com*

**Jay Mortimer**  
Radars  
*JayMortimer@Raytheon.com*

**Mark Yun**  
Integrated Defense Systems  
*Mark\_Yun@Raytheon.com*



**Darin Williams**  
IRES  
*Darin.Williams@Jacobs.com*

## Advisory and Assistance Services (A&AS)

**GENERAL DYNAMICS**

**Ludmilla Parnell**  
*Ludmilla.Parnell@GDIT.com*

**PARSONS**

**Gwen Johnson**  
*Gwen.Johnson@Parsons.com*



**Isabel Fulda**  
*Isabel.Fulda@MacB.com*

Booz | Allen | Hamilton

**Lynn Livengood**  
*Livengood\_Lynn@BAH.com*



**Jason Bryant**  
*Jason.L.Bryant@SAIC.com*



## MISSILE DEFENSE AGENCY

# Mentor-Protégé Program

## About the PROGRAM

### Mentor's Eligibility

To be eligible to participate as a mentor, an entity must —

- Be eligible for the award of Federal contracts;
- Demonstrate that it—(i) is qualified to provide assistance that will contribute to the purpose of the Program; (ii) Is of good financial health and character; and (iii) Is not on a Federal list of debarred or suspended contractors;

## BACKGROUND

The Mentor-Protégé Program was established in 1990 under section 831 of Public Law 101-510. This program was created in an effort to respond to concerns, raised by Department of Defense (DoD) prime contractors, that many Small Disadvantaged Businesses did not possess the technical capabilities to perform DoD subcontract requirements. The Mentor-Protégé Program is designed to provide incentives to major DoD contractors by:

- Furnishing technical and business assistance to small disadvantaged businesses, women-owned small businesses, service-disabled veteran-owned and controlled businesses, and qualified HUBZone small businesses
- Enhancing their capabilities to satisfy DoD and other contract and subcontract requirements
- Fostering the establishment of long-term business relationships that benefit the DoD
- Increasing protégé firms technical and business infrastructure capabilities to contract with the DoD or other Federal agencies
- Demonstrating benefits to the Warfighter through technology transfer

### Current Status of the Program

- Direct reimbursement of costs and credit towards subcontracting goals may be incurred through September 30, 2024

- Be capable of imparting value to a protégé firm because of experience gained as a DoD contractor or through knowledge of general business operations and Government contracting, as demonstrated by evidence of that such entity.

### Protégé's Eligibility

A qualifying Protégé must be:

- One of the following:
  - A "nontraditional defense contractor"
  - A qualified HUBZone small business concern
  - A Woman-Owned Small Business (WOSB)
  - A Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - Socio-economically disadvantaged small business
  - A qualified organization employing the severely disabled
  - An entity currently providing goods or services in the private sector critical to enhancing the capabilities of the defense supplier base and key to fulfilling key DoD needs
  - A business owned and controlled by an Indian tribe or Native Hawaiian organization
- Eligible for award of Federal contracts
- Less than half the Small Business Administration (SBA) size standard for its primary North American Industry Classification System (NAICS) code.

### Steps for Participation

1. Identify a Mentor/Protégé counterpart. (Mentor and Protégé are solely responsible for finding their counterpart.)
2. Identify Agreement type
3. Contact MilDep/ODA (reimbursable) or DCMA (credit & (credit-hybrid) for additional requirements
4. Conduct needs assessment (recommended)
5. Develop agreement
6. Submit agreement for approval (31 Oct & 30 Apr)
7. Agreement start
8. Comply with reporting and review requirements

## Criteria for Agreement

- May not exceed 2 years
- Must have milestones
- Must have metrics
- Should show value to Mentor, Protégé, and DoD
- Estimated dollar amounts of subcontracts
- Detailed cost breakdown:
  - The total amount of reimbursed to a Mentor costs of assistance furnished to a Protégé in a fiscal year may not exceed \$1M
  - The average cost of a 2-year, direct reimbursed agreement is \$500,000-750,000 (for each of two years)

## Mentor's Benefits

- Develop long-term business relationships with SDB concerns
- Develop SDB subcontracting base
- Direct cost reimbursement and/or SDB credit
- Teaming opportunities with the Protégé to win new contracts and/or subcontracts
- Participation in the MP Program as a marketing tool
- Networking opportunities

## Protégé's Benefits

- Relevant technical assistance
- Participation in the MP Program as a marketing tool
- Networking opportunities
- Teaming opportunities with the Mentor to win new contracts and/or subcontracts

## DoD/MDA Benefits

- Stimulate and transition innovative technologies into established Defense Acquisition programs
- Resolve operational challenges and other critical national security requirements
- Train and develop business acumen and capabilities of Protégés
- Provides new development and technical assistance to Protégés for potential business opportunities with DoD agencies

# Types of AGREEMENTS

## Reimbursement Agreements

- Identify specific C contract vehicle/contracting officer endorsement
- Highly encouraged to use HBCU/MI/SBDC/PTAC
- Direct cost reimbursement of allowable costs outlined in Appendix I, including:
  - Direct labor costs (for assistance by Mentor firm employees)
  - Assistance provided by HBCU/MI/SBDC/PTAC
  - Other costs - detailed cost breakdown
- Military Services/Other Defense Agencies may have additional requirements
- Requires Military Services/Other Defense Agencies' Approval

## Credit Agreements

- Requires Defense Contract Management Agency approval
- More focused on business infrastructure
- Costs incurred under Credit Agreement - May be applied (in the following multiples) towards the SDB subcontracting goal under any Federal Agency Subcontracting plan (FAR 19.703):
  - 4x for assistance provided by HBCU/MI/SB
  - 3x for labor assistance by Mentor firm employees
  - 2x other costs (for example, travel or training)

## Hybrid Agreements

- Utilizes some credit and some reimbursement instead of exclusively one or the other - Hybrid Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement
- Process:
  - Development procedures similar to a reimbursement
  - Agreement transformed to a form contract document signed by both parties
  - Proposal can be submitted to DCMA MP Program Manager (PM) and serving DoD Component PM for consideration
  - The base year (credit) amount must be commensurate with the reimbursable amounts for Option Year 1

## CONTACT US

Missile Defense Agency  
Office of Small Business Programs  
Mentor-Protégé Program  
Building 5222, Martin Road  
Redstone Arsenal, AL 35898

Call (256) 450-2872 For More Information  
<http://business.defense.gov/Programs/mentor-protege-program/>

# ELECTRONIC SMALL BUSINESS INFORMATION EXCHANGE (eSBIE) REGISTRATION STEPS

## Have the following information ready:

1. 9-digit DUNS number
2. Company contact information
3. Company socio-economic categories
4. Up to 5 valid 2017 NAICS codes (These determine marketplaces you can enter and the email notifications you will receive.)
5. Company facility clearance
6. Two points of contact

## How to Register:

1. Go to <https://esbie.mda.mil/>
2. Click on 'Register' button on the top left of the page and enter the information you collected earlier.
3. View current marketplaces and select any you would like to enter for matchmaking opportunities.
4. Click on the 'Submit' button and stand by while we review your application for authenticity.

## MDA TOP NAICS CODES

NAICS Code	NAICS Description
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)
541714	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOLOGY)
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
541330	ENGINEERING SERVICES
541720	RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE
541713	RESEARCH AND DEVELOPMENT IN NANOTECHNOLOGY
541614	PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
541513	COMPUTER FACILITIES MANAGEMENT SERVICES
541519	OTHER COMPUTER RELATED SERVICES
561612	SECURITY GUARDS AND PATROL SERVICES
561210	FACILITIES SUPPORT SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES
511210	SOFTWARE PUBLISHERS



# TODAY'S LAYERED MISSILE DEFENSE SYSTEM

## C2BMC Command and Control, Battle Management, and Communications

The Command and Control, Battle Management, and Communications (C2BMC) program is the hub of the layered Missile Defense System. It is a vital operational system that enables the President, Secretary of Defense and Combatant Commanders at strategic, regional and operational levels to systematically plan missile defense operations, to collectively see the battle develop, and to dynamically manage designated networked sensors and weapons systems to achieve global and regional mission objectives.

NMCC      USSTRATCOM      USNORTHCOM      USINDOPACOM      USEUCOM      USCENTCOM



## SENSORS

An effective layered defense incorporates a wide-range of sensors to detect and track threat missiles through all phases of their trajectory. Satellites and a family of land- and sea-based radars provide worldwide sensor coverage.



SATELLITE SURVEILLANCE  
BMDS OPIR ARCHITECTURE



UPGRADED EARLY  
WARNING RADARS



FORWARD BASED  
RADARS



AEGIS BMD  
SPY RADARS



DISCRIMINATING  
RADARS

# Meet Our Staff

**Mr. Jerrol Sullivan**  
Acting Director



**Ms. Laura K. Anderson**  
Specialty Programs Manager



**Mr. Kelvin Carr**  
Subcontracting Program Manager



**Ms. Jayne C. Gold**  
Outreach Program Manager



**Ms. Pam Parker**  
Small Business Professional/  
Mentor-Protégé



Office of Small Business Staff  
[www.mda.mil](http://www.mda.mil)  
[outreach@mda.mil](mailto:outreach@mda.mil)  
256-450-2872

**Ms. Cheryl Michael**  
Analyst, BCF Solutions



**Ms. Demika Sumbry**  
Administrative Assistant, Yorktown Systems Group



**Ms. Hannah Aplin**  
Analyst, BCF Solutions



## OSBP Staff

**Jerrol Sullivan**, *Acting Director*

**Kelvin Carr**, *Subcontracting Program Manager*

**Laura Anderson**, *Specialty Programs Manager*

**Pam Parker**, *Small Business Professional/  
Mentor-Protégé*

**Jayne C. Gold**, *Outreach Program Manager*

**Demika Sumbry**, *Administrative Assistant -  
Yorktown Systems Group*

**Hannah Aplin**, *Analyst - BCF Solutions*

**Cheryl Michael**, *Analyst - BCF Solutions*

### OSBP Main Office Numbers

**P:** (256) 450-2872

**F:** (256) 450-2506

### OSBP Main Office Mailing Address

ATTN: MDA/SB

Building 5224, Martin Road

Redstone Arsenal, AL 35898

For additional information regarding subcontracting activities at MDA, please email us at [subcontracting-oversight@mda.mil](mailto:subcontracting-oversight@mda.mil).

For additional information regarding outreach activities at MDA, please email us at [outreach@mda.mil](mailto:outreach@mda.mil).

## Websites of Interest

### MDA Office of Small Business Programs

[www.mda.mil](http://www.mda.mil)

### MDA Business Acquisition Center

[www.mda.mil/business/acquisition\\_center.html](http://www.mda.mil/business/acquisition_center.html)

### MDA SBIR/STTR Programs

[www.mdasbir.com](http://www.mdasbir.com)

### Beta.SAM.gov

<https://beta.SAM.gov>

### Electronic Subcontracting Reporting System (eSRS)

[www.esrs.gov](http://www.esrs.gov)

### MDA Small Business Advocacy Council

[www.mda.mil/business/bus\\_mdasbac.html](http://www.mda.mil/business/bus_mdasbac.html)

### MDA Unsolicited Proposal Guide

[www.mda.mil/global/documents/pdf/MDA\\_Unsolicited\\_Proposal\\_Guide.pdf](http://www.mda.mil/global/documents/pdf/MDA_Unsolicited_Proposal_Guide.pdf)

## FY 2020 Q3 Calendar of Events

### MAY

12 - 14

Missile Defense Agency Small  
Business Programs Conference,  
Huntsville, AL







# **NDIA-TVC 2020 MISSILE DEFENSE AGENCY SMALL BUSINESS PROGRAMS CONFERENCE MAY 12-14, 2020**

The MDA Small Business Programs Conference is designed to assist small business contractors in doing business with MDA by providing information about opportunities to support the Missile Defense System requirements in upcoming procurements and provide matchmaking with MDA prime contractors, government representatives, and networking with other small businesses.

## **WHAT'S NEW?**

This year's conference will feature a 3 day agenda which includes a day dedicated to Matchmaking. We are working on a virtual conference format. Updates will be posted on [www.mda.mil](http://www.mda.mil). This venue change will also provide more exhibitor space.



For more information visit [https://www.mda.mil/business/smallbus\\_programs.html](https://www.mda.mil/business/smallbus_programs.html)

