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

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 Missile Defense Agency’s (MDA) mission is 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.
My motto is “Small Business is everybody’s business in support of our Warfighters and our Nation.” I truly believe this whole heartedly and this will continue to be my focus and mission as the Director of the Missile Defense Agency (MDA), Office of Small Business Programs (OSBP).

As we do our part to move the country forward it is my goal to assist the Missile Defense Agency (MDA) through my Small Business Professionals, my DREAM TEAM. Engagement with our Acquisition, Contracting and Program Cohorts and our large Prime Contractors is so critical to creating more business opportunities. It is important that we constantly remind the Command stakeholders the value of doing business with small businesses and subcategories.

We must also alert stakeholders of the changes to the Federal Acquisition Regulations (FAR) to facilitate maximizing opportunities for small businesses in the area of parity. The complete implementation of all the contracting provisions in the 2013 Jobs Act is still alive and well. This act among other things repealed the competitiveness demonstration program and allows agencies to reinstitute set-asides in covered industry categories. Similar situated entities is alive and well and we are looking forward to instituting in our TEAMS Next generation acquisitions.

MDA FY 21 priorities are to continue to increase our small business participation by implementing immediate action steps such as:

• Strengthening our Command outreach to all small business categories.
• Engaging small business planning early in the acquisition process.
• Implementing plans to improve our Command’s small business subcontracting participation.

Because of our diverse and global mission, we have a unique opportunity to make a significant impact on the sustainability of our global resources and the security of our Nation. We are looking across the entire organization, at all our missions and activities, both day-to-day and those planned for the future, to see where we can build upon existing sustainability initiatives and take advantage of new opportunities and technologies. Sustainability is a major focus for us, and small businesses that understand that are going to be better poised to win contracts within MDA. Our small business program goals will continue to operationalize our program in concert with the MDA director’s priorities and clearly state our vision for our program.

In fiscal year 2020, we awarded 8.99% of our contract dollars (over $667M) in Prime Contracts to Small Businesses, 1.42% to Service-Disabled Veteran-Owned Small Business (SDVOSB), 1.27% Women-Owned Small Business (WOSB), and 0.41% to HUBZone Small Business. Already in fiscal year 2021, we are currently exceeding all of our small business goals.
We will continue to emphasize our focus on increasing SDVOSB, WOSB, HUBZone and Minority Institutions. As a proud military spouse for over 29 years, I have always had a very special place in my heart for our men and women in the armed forces. MDA wants to provide our soldiers with the right product and services, at the right price and always on time so that our men and women in uniform can return home safely to their families.

One of our challenges is the supply chain, strengthening compliance and accountability in our small business subcontracting program. We will work hard to fully implement the use of the Electronic Subcontracting Reporting System (eSRS) to improve our ability to monitor compliance with subcontracting plans. We are very proud of our prime contractors' commitment to small businesses and the primes will continue to offer small business subcontract opportunities for major projects.

As we continue to support the MDA mission during this global COVID-19 pandemic, the federal government is vigilant to the impacts to how we continue to do business and the impacts to Department of Defense (DoD) business contractors. In response to the COVID-19 pandemic, the Defense Logistics Agency (DLA) created a Contingency Corridor within the FedMall Marketplace to allow DoD small business contractors to purchase non-medical PPE and similar material offered by commercial vendors in order to maintain a safe workplace and ensure continued performance under government contracts. The Small Business Contractor Contingency Store on FedMall is open. Go to https://www.fedmall.mil/index.html for more information. DoD is always open for business for both our prime and small business partners. Last but not least we are excited about our Small Business Virtual Conference. We look forward to you joining us.

Nancy D. Small  
Director, OSBP  
Missile Defense Agency

SMALL BUSINESS GOALS/PERFORMANCE AS OF 1 MARCH 2021

<table>
<thead>
<tr>
<th>Category</th>
<th>Goals FY20/21</th>
<th>Performance FY20</th>
<th>Performance FY21</th>
<th>Dollars FY21</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>5.3%</td>
<td>8.99%</td>
<td>14.98%</td>
<td>$298,396,856.16</td>
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<tr>
<td>Socio-Economic Categories</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>1.0%</td>
<td>2.15%</td>
<td>3.92%</td>
<td>$78,140,303.61</td>
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<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>0.7%</td>
<td>1.42%</td>
<td>2.77%</td>
<td>$55,257,803.38</td>
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<tr>
<td>Women-Owned Small Business</td>
<td>0.4%</td>
<td>1.27%</td>
<td>1.92%</td>
<td>$38,225,764.79</td>
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<tr>
<td>HUBZone Small Business</td>
<td>0.08%</td>
<td>0.41%</td>
<td>1.52%</td>
<td>$30,180,266.61</td>
</tr>
</tbody>
</table>

Note: Each goal above is calculated separately; any socio-economic small business may be included in more than one category.

Data range for this report is 10/1/2020 – 3/1/21

- Total SB Eligible Dollars: $991,780,141.87
- Socioeconomic goals established by MDA Office of Small Business Programs (OSBP) Director
- Small Business goal established by The Office of the Secretary of Defense (OSD) OSBP
## MDA Top Twenty NAICS Codes Obligated in Fiscal Year 2020

<table>
<thead>
<tr>
<th>CODE</th>
<th>DESCRIPTION</th>
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</thead>
<tbody>
<tr>
<td>541715</td>
<td>Research and Development in the Physical Engineering and Life Sciences (except Nanotechnology and Biotechnology)</td>
<td>$172,696,689.79</td>
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<tr>
<td>541330</td>
<td>Engineering Services</td>
<td>$122,733,897.91</td>
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<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
<td>$69,901,331.75</td>
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<tr>
<td>541712</td>
<td>Research and Development in the Physical Engineering and Life Sciences (except Biotechnology)</td>
<td>$42,829,925.04</td>
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<tr>
<td>541513</td>
<td>Computer Facilities Management Services</td>
<td>$38,833,824.75</td>
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<tr>
<td>541614</td>
<td>Process Physical Distribution and Logistics Consulting Services</td>
<td>$24,163,483.44</td>
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<tr>
<td>561612</td>
<td>Security Guards and Patrol Services</td>
<td>$11,174,112.68</td>
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<tr>
<td>541612</td>
<td>Human Resources Consulting Services</td>
<td>$6,167,671.11</td>
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<tr>
<td>541690</td>
<td>Other Scientific and Technical Consulting Services</td>
<td>$4,987,752.00</td>
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<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
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<td>561210</td>
<td>Facilities Support Services</td>
<td>$1,100,000.00</td>
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<tr>
<td>541714</td>
<td>Research and Development in Biotechnology (except Nanobiotechnology)</td>
<td>$1,007,383.00</td>
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<tr>
<td>511110</td>
<td>Newspaper Publishers</td>
<td>$988,198.00</td>
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<tr>
<td>334511</td>
<td>Search Detection Navigation Guidance Aeronautical and Nautical System and Instrument Manufacturing</td>
<td>$429,669.00</td>
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<tr>
<td>334290</td>
<td>Other Communications Equipment Manufacturing</td>
<td>$327,849.32</td>
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<tr>
<td>336211</td>
<td>Motor Vehicle Body Manufacturing</td>
<td>$312,500.00</td>
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<td>337214</td>
<td>Office Furniture (Except wood) Manufacturing</td>
<td>$235,000.00</td>
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<tr>
<td>337122</td>
<td>Non-upholstered Wood Household Furniture Manufacturing</td>
<td>$230,910.53</td>
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<tr>
<td>333924</td>
<td>Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing</td>
<td>$97,189.00</td>
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<tr>
<td>423830</td>
<td>Industrial Machinery and Equipment Merchant Wholesalers</td>
<td>$80,652.00</td>
</tr>
</tbody>
</table>

*Source: FPDS, 10/01/2019 - 9/30/2020*
The U.S. SBA announced that the deadline to apply for the Economic Injury Disaster Loan (EIDL) program for the COVID-19 Pandemic disaster declaration is extended to Dec. 31, 2021.

To date, the SBA has approved $197 billion in low-interest loans which provides working capital funds to small businesses, non-profits and agricultural businesses to make it through this challenging time.

EIDL loan applications will continue to be accepted through December 2021, pending the availability of funds. Loans are offered at very affordable terms, with a 3.75% interest rate for small businesses and 2.75% interest rate for nonprofit organizations, a 30-year maturity, and an automatic deferment of one year before monthly payments begin. Every eligible small business and nonprofit are encouraged to apply to get the resources they need.

SOURCE: [https://www.sba.gov/](https://www.sba.gov/)
On January 1, 2021 the Senate voted to enact the National Defense Authorization Act (NDAA) for fiscal year 2021. The NDAA features plenty of updates that will directly affect the defense industrial base and it is recommended that all those with a vested interest take the time to review it on Congress.gov. Below are highlights that have a direct impact on small businesses specifically.

• Sect. 863. Employment size standard requirements for small business concerns. Extends the averaging period for SBA’s employee-based size standards to 24 months, effective one year after enacted.

• Sect. 864. Maximum award price for sole source manufacturing contracts. Raises the sole-source threshold for manufacturing contracts in the 8(a), WOSB, HUBZone, and SDVOSB programs to $7 million.

• Sect. 865. Reporting requirement for expenditure amounts for the Small Business Innovation Research Program and the Small Business Technology Transfer Program - Requires a report to Congress on SBIR/STTR agencies’ program expenditures.

• Sect. 866. Small businesses in territories of the United States. Defines a covered territory and extends surplus property and mentor-protégé benefits to covered territories.

• Sect. 868. Past performance ratings of certain small business concerns. Permits small businesses that performed contracts through a joint venture or as a first-tier subcontractor to use that past performance toward offers as a prime contractor.

• Sect. 869. Extension of participation in the 8(a) program - Allows 8(a) participants participating on or before Sept. 9, 2020 to extend their 8(a) participation for one year, regardless of whether they had suspended their program term; requires a rulemaking within 15 days.

• Sect. 870. Compliance of Offices of Small and Disadvantaged Business Utilization - Requires OSDBUs to report remedial actions to Congress if found by GAO to be out of compliance with section 15(k) of the Small Business Act.

• Sect. 871. Category Management training - Requires SBA and OFPP to develop a training curriculum on category management and avoiding conflicts with the Small Business Act.
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 2020-00008 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.

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

<table>
<thead>
<tr>
<th>NAICS</th>
<th>SIZE</th>
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</thead>
<tbody>
<tr>
<td>541715</td>
<td>1,250</td>
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</tbody>
</table>

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

<table>
<thead>
<tr>
<th>NAICS</th>
<th>SIZE</th>
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</thead>
<tbody>
<tr>
<td>541715</td>
<td>1,250</td>
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</tbody>
</table>

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

<table>
<thead>
<tr>
<th>NAICS</th>
<th>SIZE</th>
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<tbody>
<tr>
<td>541330</td>
<td>$41.5M</td>
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</table>

### Contracting, Compliance, Cost/Price, and Operations (C3PO)
- Contracts Admin/Policy/Pricing
- Source Selection Advisory
- Contracting Operations
- Acquisition Operations
- Small Business Office Support

<table>
<thead>
<tr>
<th>NAICS</th>
<th>SIZE</th>
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<tr>
<td>541611</td>
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### Administrative Portfolio

### Administration
- Administrative Support
- Executive Support
- Staff Action Support
- Protocol

<table>
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<tr>
<td>541611</td>
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### Public Affairs 8(a) Direct Award
- Open Source Media Compilation/Analysis
- Communication Products
- Security and Policy Review

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<tr>
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<tbody>
<tr>
<td>541611</td>
<td>$16.5M</td>
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</table>

### LEGEND

| SB Set-Aside | F&O |

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

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<td>541715</td>
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#### Advisory, Agency, Analytical Support (A3)
- On-demand executive-level advisory support

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<th>NAICS</th>
<th>SIZE</th>
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<tbody>
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<td>$41.5M</td>
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#### Intelligence
- Intelligence Operations
- Counter-Insider Threat

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

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### Professional Services Portfolio

#### Facilities Life-cycle Mgt
- Infrastructure Planning/Policy
- Asset Management
- Facilities Design/Acquisition/Construction Support
- Site Activation/Deployment

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<th>NAICS</th>
<th>SIZE</th>
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<tbody>
<tr>
<td>541330</td>
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For the most up-to-date information on TEAMS-Next please visit beta.SAM.gov

### TEAMS-Next Contracts Awarded

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<th>Announcement</th>
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<td>541611</td>
<td>MDA TEAMS Contracting, Compliance, Cost/Price Operations (C3PO)</td>
<td>Kepler Research, Inc.</td>
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<td>HQ0858-21-C-0010</td>
<td>541715</td>
<td>TEAMS - Next Quality and Mission Assurance (QMA)</td>
<td>AI Solutions, Inc.</td>
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### TEAMS-Next Schedule

**v2 - 23 April 2020**

Approved re-baseline

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<tr>
<th>TEAMS-Next Contract</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
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<td>Administration</td>
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<td>Program Planning &amp; Acquisition</td>
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<td>Public Affairs</td>
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- Draft RFP
- RFP
- Award

**JASON**

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The table entries indicate the month and year for each task's completion.
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<tr>
<th>Contract Number</th>
<th>Solicitation Name</th>
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<td>HQ0147-16-C-0013</td>
<td>SBSA - Quality and Mission Assurance</td>
<td>a.i. solutions Inc.</td>
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<td>Parsons Government Services Inc.</td>
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<td>SDVOSB - Office Administration</td>
<td>Yorktown Systems Group, Inc.</td>
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<td>Booz Allen Hamilton</td>
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<tr>
<td>HQ0147-16-C-0077</td>
<td>SBSA - Test Provisioning</td>
<td>Torch Technologies</td>
<td>9/22/2016</td>
</tr>
<tr>
<td>HQ0147-17-C-0028</td>
<td>F&amp;O - BMD Systems Engineering (including M&amp;S)</td>
<td>Parsons Government Services Inc.</td>
<td>3/23/2017</td>
</tr>
<tr>
<td>HQ0147-17-C-0034</td>
<td>F&amp;O - Facilities Life Cycle Management</td>
<td>Parsons Government Services Inc.</td>
<td>5/23/2017</td>
</tr>
<tr>
<td>HQ0147-17-R-0055</td>
<td>F&amp;O - BMDS CSM/CND</td>
<td>Booz Allen Hamilton</td>
<td>8/15/2017</td>
</tr>
<tr>
<td>HQ0147-18-C-0004</td>
<td>SDVOSB - Facilities, Logistics and Space Management</td>
<td>Strategic Alliance Business Group</td>
<td>10/4/2017</td>
</tr>
<tr>
<td>HQ0147-18-C-0001</td>
<td>SBSA - Predictive BMDS Engineering</td>
<td>Torch Technologies</td>
<td>10/19/2017</td>
</tr>
<tr>
<td>HQ0147-18-C-0003</td>
<td>SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)</td>
<td>Modern Technology Solutions, Inc.</td>
<td>10/30/2017</td>
</tr>
<tr>
<td>HQ0147-18-C-0023</td>
<td>SBSA - International Engineering</td>
<td>PeopleTec, Inc.</td>
<td>8/28/2018</td>
</tr>
<tr>
<td>HQ0147-18-C-0012</td>
<td>SBSA - Cybersecurity Compliance and Risk Management</td>
<td>Decisive Analytics Corporation</td>
<td>1/26/2018</td>
</tr>
<tr>
<td>HQ0147-18-C-7121</td>
<td>8(a) – Public Affairs Support</td>
<td>Digitalspec, LLC</td>
<td>2/14/2018</td>
</tr>
<tr>
<td>HQ0147-18-C-0020</td>
<td>F&amp;O - Agency Advisory &amp; Analytical Support</td>
<td>MacAulay-Brown Inc. (MacB)</td>
<td>4/18/2018</td>
</tr>
<tr>
<td>HQ0796-18-C-0002</td>
<td>SBSA – Information Technology Management and Analysis</td>
<td>Five Stones Research Corporation</td>
<td>8/8/2018</td>
</tr>
<tr>
<td>HQ0147-16-C-0025</td>
<td>SBSA – Business Operations</td>
<td>Veterans Technology</td>
<td>7/20/2018</td>
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<tr>
<td>HQ0147-18-C-0038</td>
<td>SBSA – Human Resources</td>
<td>LSINC Corporation</td>
<td>9/17/2018</td>
</tr>
<tr>
<td>HQ0147-18-C-0041</td>
<td>WOSB- Protocol Support</td>
<td>L.C. Wright, Inc.</td>
<td>9/20/2018</td>
</tr>
</tbody>
</table>

All information valid as of 8 March 2021
# CURRENT AND UPCOMING MDA REQUIREMENTS

## REQUEST FOR PROPOSALS (RFP)

<table>
<thead>
<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Draft RFP Published</th>
<th>Response Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQ0858-21-R-0010</td>
<td>54133</td>
<td>TEAMS-Next Facilities, Logistics, Environmental (FLE)</td>
<td>3/15/2021</td>
<td>4/16/2021</td>
</tr>
</tbody>
</table>

## SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

<table>
<thead>
<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Announcement</th>
<th>RFI Published</th>
<th>Response Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>MDA21DVRFI013</td>
<td>541715</td>
<td>MDA STEM Outreach Program</td>
<td>3/8/2021</td>
<td>4/9/2021</td>
</tr>
<tr>
<td>MDA21DVRFI012</td>
<td>541715</td>
<td>MDA Request for Information (RFI) for MDA Israeli System Architecture and Integration (ISA&amp;I) Study Program</td>
<td>3/15/2021</td>
<td>5/10/2021</td>
</tr>
<tr>
<td>CS-2019-0002</td>
<td>541715</td>
<td>MDA TEAMS Next Request for Information</td>
<td>12/23/2019</td>
<td>ongoing</td>
</tr>
</tbody>
</table>

## BROAD AGENCY ANNOUNCEMENTS (BAA)

<table>
<thead>
<tr>
<th>Solicitation</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Published Date</th>
<th>Response Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQ0852-21-S-0001</td>
<td>541715</td>
<td>Command and Control, Battle Management &amp; Communications (C2BMC) Advanced Research Opportunity (ARO) Broad Agency Announcement (BAA)</td>
<td>12/14/2020</td>
<td>12/15/2023</td>
</tr>
</tbody>
</table>

*Items in italics are new since the previous newsletter (October 2020)*

## FY21 Forecasted RFPs

<table>
<thead>
<tr>
<th>Program Office</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>THAAD</td>
<td>Layered Homeland Defense TMRR</td>
</tr>
<tr>
<td>THAAD</td>
<td>KSA Phase II</td>
</tr>
</tbody>
</table>

## 4QFY21

<table>
<thead>
<tr>
<th>Program Office</th>
<th>Description</th>
</tr>
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<tbody>
<tr>
<td>Aegis</td>
<td>AAMDTC O&amp;S Services (Option)</td>
</tr>
<tr>
<td>Adv Tech</td>
<td>SBIR Phase III - SciTec SDE II</td>
</tr>
<tr>
<td>UEWR</td>
<td>Clear/Cod EWR Upgrade POP Extension</td>
</tr>
</tbody>
</table>

## 1QFY22

<table>
<thead>
<tr>
<th>Program Office</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aegis</td>
<td>SM-3 IIA Procurement</td>
</tr>
</tbody>
</table>
VIRTUAL CONFERENCE
May 11-13, 2021

MISSILE DEFENSE AGENCY
Office of Small Business Programs

- Hear MDA program updates
- Learn information to help you do business with MDA
- Schedule one-on-one meetings with prime contractors, government agencies, and small business support organizations

For more information, and to register, please visit:
https://www.mda.mil/business/smallbus_programs.html
The Missile Defense Agency (MDA) has available test time for Heavy Ion (HI) Single Event Effects (SEE) characterization of electronic piece parts in the Natural Space Environment (NSE) at the NASA Space Radiation Laboratory (NSRL) and Lawrence Berkeley National Laboratory (LBNL) over the course of the next five (5) years.

MDA's mission requires the synchronized integration of platforms, sensors, and other components of the Missile Defense System (MDS), which were, or are, under separate development by multiple contractors. MDA uses the concept of End-to-End performance to serve as the organizing principle that aligns and synchronizes these efforts to achieve the desired operational end-state for the MDS. Further, the MDA mission relies on a robust industrial base for the critical supply, at scale, of parts approved for use in a space environment. In support of its mission, MDA plans to utilize a portion of this HI test time for the purpose of establishing a radiation parts database and preferred parts listing via testing of electronics parts identified as common, or potentially beneficial, to multiple components of the MDS. Additional information about MDA's mission is available at www.MDA.mil.

MDA intends to make test time available to vendors whose candidate parts support the above initiative. MDA's availability only extends to beam time. Vendor participants are responsible for all of the other necessary resources to undergo and complete testing to include the test team, part samples and test fixtures.

The foundation of the radiation parts database and preferred parts list, which ultimately contributes to a robust industrial base, is a standard test approach that will meet generic MDA ballistic missile needs while providing consistent data for comparison of parts in NSE across multiple potential applications. A SEE Characterization Requirements Document will establish the minimum testing expectations based on technology type that each part must adhere to.

Prospective applicants should be aware that the Government must have the requisite ability, short and long-term, to support parts’ continued development, future production, operation, maintenance, upgrade, and modification of such. This includes minimizing restrictions on Intellectual Property rights for the resulting final data, analysis, and test reports that impact MDA's ability to maintain or certify changes to the tested configuration or MDA's ability to conduct studies, material review boards, and major weapons systems parts selection efforts.

Interested vendors can email the MDA Heavy Ion Test Allocation Council (HITAC) at MDAHITACadmin@mda.mil. Upon receipt of the email, MDA will provide a full test application, to include the SEE Characterization Requirements Document mentioned above. Vendors who find the application and its attachments agreeable may submit an application accordingly.

MDA's HITAC will review applications on a rolling basis; however, the timely submission of an application is paramount to the allocation of test time.
The Integrated Award Environment (IAE) is preparing to merge SAM.gov, IAE’s largest system, into the modernized beta.SAM.gov environment on May 24, 2021. Once integrated, legacy SAM.gov will be decommissioned and the new environment will retire the “beta” and be renamed SAM.gov.

Before integration, a new look and feel will be introduced on beta.SAM.gov on April 26, 2021. The new design will change the presentation of current data sets and information on beta.SAM.gov, but it will not change core data or core functions of the system. The new look and feel will remain when the two systems merge.

Once the integration occurs, the system will provide a modern portal for entities to register, update, renew, and check the status of their registration in the rebranded SAM.gov. Federal and non-federal users will be able to search for registrations and exclusions, and entities will be able to perform service contract and BioPreferred reporting.

Core functions of SAM will not change.

- Entities with an active registration do not need to take action.
- The process to register to do business with the government will not change.
- New security requirements are being introduced to provide additional protection of entity data.
  - Security requirements include new controls for federal users who access FOUO and sensitive entity data

Core data will not change, although the user interface to search and access data is being updated.

- Data associated with existing entities will carry over to the new environment.
- User roles will also migrate, provided the user’s SAM.gov account and beta.SAM.gov accounts are associated with the same email address in their login.gov account.

Questions about the integration can be directed to the Federal Service Desk at FSD.gov.

Source: SAM.gov Transition to beta.SAM.gov | GSA
Outreach Program

PURPOSE
Engage the 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 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.

ELECTRONIC SMALL BUSINESS INFORMATION EXCHANGE (eSBIE)

Effective October 1, 2020 the Missile Defense Agency (MDA) Office of Small Business Programs (OSBP) Electronic Small Business Information Exchange (eSBIE) was decommissioned.

We are working on a new and improved Customer Relationship Management (CRM) system expanding our outreach program to manage and communicate more effectively and efficiently with Small Businesses. All Small business information in eSBIE will be migrated to the new system when it becomes available on or about June 30, 2021.

If you have any questions, you may contact us by sending an email to outreach@mda.mil.
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 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 (SBIR) or 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.

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.
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.

MAKE AN APPOINTMENT:

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

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;
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

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

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

For More Information:
(256) 450-2872 | outreach@mda.mil
http://business.defense.gov/Programs/mentor-protege-program/
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 weapon systems to achieve global and regional mission objectives.

NMCC  USSTRATCOM  USNORTHCOM  USINDOPACOM  USEUCOM  USCENTCOM

ASCENT/MIDCOURSE
Defense Segment

BOOST
Defense Segment

THE SYSTEM
OF ELEMENTS

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.

SM-3 IIA
Standard Missile

SM-3 IA/IB
Standard Missile

THAAD
Terminal High Altitude Area Defense

SM-6
Standard Missile

PAC-3
Patriot Advanced Capability

AEGIS
Ship & Ashore

AEGIS BMD
Ballistic Missile Defense

DISCRIMINATING RADARS

UPGRADE EARLY WARNING RADARS

FORWARD-BASED RADARS

SPY RADARS

SATELLITE SURVEILLANCE

BMW CDR ARCHITECTURE
Meet Our Staff

Ms. Nancy D. Small
Director

Mr. Jerrol Sullivan
Deputy Director

Ms. Laura K. Anderson
Small Business Program/Policy Manager

Mr. Kelvin Carr
Subcontracting Program Manager

Ms. Jayne C. Gold
Advocacy and Industry Engagement Program Manager

Ms. Pam Parker
Research and Development/Mentor-Protégé Program Manager

Ms. Cheryl Michael
Acquisition Analyst, BCF Solutions

Ms. Jessica Middleton
Administrative Assistant, Offset Strategic Services

Ms. Toni Watkins
Acquisition Analyst, BCF Solutions

Ms. Nicole Greene
Mentor-Protégé Program Analyst, Eccalon, LLC
## FY 2021 Q3 Calendar of Events

### APRIL

**28 - 29**

MDA SIBR/STTR Program Conference - virtual

### MAY

**11 - 13**

MDA Office of Small Business Program Conference

### JUNE

TBD

TBD

For the most up-to-date listing of events being attended by MDA OSBP please visit [https://www.mda.mil/business/bus_calendar.html](https://www.mda.mil/business/bus_calendar.html)

## Websites of Interest

- **MDA Office of Small Business Programs**
  www.mda.mil

- **MDA Business Acquisition Center**
  www.mda.mil/business/acquisition_center.html

- **MDA SBIR/STTR Programs**
  https://www.mda.mil/business/SBIR_STTR_programs.html

- **Beta.SAM.gov**
  https://beta.SAM.gov

- **MDA Small Business Advocacy Council**
  www.mda.mil/business/bus_mdasbac.html

- **MDA Unsolicited Proposal Guide**

- **Defense Innovation Marketplace**
  https://defenseinnovationmarketplace.dtic.mil/

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**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 outreach activities at MDA, please email us at outreach@mda.mil.