OPTIMUS
Profile of a Small Business

Mr. Eric Adolphe
President and CEO

Founded in 1992 as a one-man research and development firm, OPTIMUS received its 8(a) certification from the Small Business Administration in January 1995. Since its inception, OPTIMUS Corporation has grown into a 100-employee full service engineering firm with revenues close to $15 million and five major divisions: Advanced Research and Technology (ART), Computer and Information Technology, Computer and Communications Law (CCL) Consulting, Call and Data Center Services, and Facilities Management/Base Operations Services. OPTIMUS has seven offices located in Maryland, Virginia, and Washington, DC and supports over 12 Federal, State, and Local Government customers throughout the U.S.,

HBCU/MI News

BAA 2001-01 Released

On October 4, 2000, the Office of Small and Disadvantaged Business Utilization, in cooperation with the Chief Scientist Directorate (ST), announced the release of Broad Agency Announcement (BAA) Number 2001-01.

The objective of this program is to promote the participation of HBCU/MIs in the mainstream research funding program of BMDO/ST. The goal of this effort is to attract researchers at HBCU/MIs toward technical endeavors which will improve their competitiveness in winning additional support from the main BMDO/ST research program.

The following is a list of the seven research areas:
1. Information Processing and Communications;
2. Computing Technology;

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Recent New Contracts

On June 19, 2000, StratCom International LLC, was awarded a contract, valued at $490,000, to provide feasibility and trade-off studies of BMDO and cruise missile defense systems’ use of stratospheric airship-based bi-ocular, multispectral, surveillance, tracking and discrimination capability to fulfill BMDO mission requirements. This contract has a five-month base period with no options and ended on November 19, 2000.

On July 6, 2000, CMS Information Services, Inc., was awarded a delivery order under the GSA schedule, valued at $249,694, to provide services and software for the BMDO MSS software analysis and application maintenance. This contract has a four-month base period with no options and ended on November 6, 2000.

On July 27, 2000, The Mangi Environmental Group, Inc., was awarded a delivery order under the GSA schedule, valued at $49,921, to provide a report entitled, “Environmental Assessment for a BMDO Proposed Action at Wollops Island, VA and the Ocean City Airport.” This order has a one-month base period with no options and ended on August 4, 2000.

On September 1, 2000, the Computer Sciences Corporation, was awarded a contract, valued at

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Director’s Message

This has been the most productive year that I believe the SADBU Office has had in reaching out to small businesses and I hope to continue more proactive activities to inform our constituency of issues that are crucial to their survival in the contracting business. I am very pleased of our progress in the past fiscal year and I hope we are more successful this year in promoting the need for more participation by small businesses in achieving the BMDO mission and goals.

In an effort to continue the new and innovative initiatives to reach out to small businesses, the SADBU office is formally announcing that plans have begun for its 2nd Annual Small Business Day to take place in May 2001. This proactive program is designed to utilize the corporate qualification information to match capabilities and provide a forum for interested parties to network with Prime contractors and other small businesses and meet with BMDO Program Managers. Participants of this event will be notified by letter and will be based on their capabilities and the subject matter of the conference.

Also, I would like to take this opportunity to remind you that the interim rule on the North American Industry Classification System (NAICS) became effective on October 1, 2000. The NAICS replaces the Standard Industrial Classification (SIC) system. For those small businesses that do not know the proper NAICS codes for their capabilities, you are urged to go to http://www.census.gov/epcd/www/naics.html and forward those codes to our office.

For those that were not able to attend the Joint BMDO/Industry Forum for SETA Support Services Acquisition & Management Strategy held at the Crystal City Marriott on June 15, 2000, the organizers decided to respond to the many important questions raised via the Internet. The questions and responses can be accessed at http://www.acq.osd.mil/bmdo/barbb/forum.htm#Files.

As many of you may already be aware, in January 2001, the SADBU Office is scheduled to relocate to the Navy Annex. Our new contact info will be released on our website. We are very pleased with our new accommodations and would welcome any of you to schedule an appointment to discuss opportunities with BMDO and to view our new facilities.

In addition, in the September 2000 issue of our newsletter, the BMDO SADBU Office released its Fiscal Year 2001 Goal Allocation for small businesses, as assigned by the Office of the Secretary of Defense. The goal allocation is as follows:

<table>
<thead>
<tr>
<th>Prime Contracting</th>
<th>Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>6.9%</td>
</tr>
<tr>
<td>Small Business Set-Aside</td>
<td>3.2%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>2.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>5.0%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>5.0%</td>
</tr>
<tr>
<td>Service-Disabled Veteran Owned Small Business</td>
<td>3.0%</td>
</tr>
<tr>
<td>Historically Black Colleges &amp; Universities/Minority Institutions</td>
<td>5.0%</td>
</tr>
<tr>
<td>Small Business R &amp; D</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

HBCU/MI News (cont’d from page 1)

3. Electronic and Photonic Materials and Devices;
4. Sensing, Imaging, Ranging, Discrimination, and Phenomenology;
5. Directed Energy and Non-Linear Optics (NLO) Processes;
6. Power Generation and Conditioning; and,
7. Propulsion and Energetic Materials

The proposals received are being considered for funds available in Fiscal Years 2001 and 2002. The period of performance for these contracts, are anticipated to range from 12 to 24 months. The contracts are expected to be awarded during the third or fourth quarter of Fiscal Year 2001 by BMDO’s Executing Agents.

HBCU/MI News (cont’d from page 1)
DoD’s SBIR Program

On October 2, 2000, the Department of Defense’s (DoD) Small Business Innovation Research (SBIR) program solicitation 2001.1 was posted on the DoD SADBU home page at http://www.acq.osd.mil/sadbu/sbir/sol011/dod_sbir011.htm. DoD began accepting proposals on December 1, 2000, and will close to proposals on January 10, 2001. The BMDO topics for this solicitation are as follows:

1. Directed Energy Concepts and Components
2. Kinetic Energy Kill Vehicles and Components
3. Sensors
4. Manufacturing Sciences and Technology/Unit Cost Reduction
5. Non-Nuclear Power Sources and Power Conditioning
6. Propulsion and Logistics Systems
7. Thermal Management
8. Survivability Technology
9. Lethality and Vulnerability
11. Optical Computing and Optical Signal Processing
12. Structural Concepts and Components
13. Structural Materials and Composites
14. Electronic Materials
15. Superconductivity Concepts and Materials
16. Surprises and Opportunities

For more information on BMDO’s SBIR Program, go to the web site at http://www.winbmdo.com.

Fall SBIR Conference

The National Fall SBIR Conference, held October 30 through November 1, 2000, at the Meydenbauer Center in Seattle, Washington, proved to be very successful. Approximately 400 people attended the activities throughout the conference. More than half of the attendees represented new firms to the program that had never received a SBIR Phase I effort.

There are usually two national SBIR conferences held each year. These conferences present an opportunity for small businesses interested in the SBIR Program to discuss their capabilities with all federal agency SBIR Program Managers, who are available to explain the various programs.

Mr. Jeff Bond, the BMDO SBIR Program Manager, and Mr. Stephen M. Moss, BMDO’s Director of Small and Disadvantaged Business Utilization (SADBU), were present, meeting with small businesses and providing useful information concerning the SBIR program, doing business with the BMDO and current opportunities.

DoD’s STTR Program


DEPSCoR

As of the proposal closing date of September 14, 2000, there were 6 proposals received by the Ballistic Missile Defense Organization (BMDO) for the Fiscal Year 2001 Department of Defense Experimental Program to Stimulate Competitive Research (DEPSCoR) solicitation. The award recommendations are scheduled to be announced on or about February 1, 2001, and will be followed up with a letter to the EPSCoR State Committees. The proposed start date for the program is scheduled for April 1, 2001. The March newsletter will announce the recipients of the awards.

DURIP

As of the proposal closing date of August 17, 2000, there were 16 proposals received by the Ballistic Missile Defense Organization (BMDO) for the Fiscal Year 2001 Defense University Research Instrumentation Program (DURIP) solicitation. The letters announcing the decisions to the Principal Investigators are expected to be released on or about February 1, 2001. The awards are set to be in place by April 1, 2001. The March newsletter will announce the recipients of the awards.

MURI

By press time, the number of proposals received for the Fiscal Year 2001 Multidisciplinary Research Program of the University Research Institute (MURI) solicitation had not been released. Selections for awards are scheduled to be made on or about February 1, 2001, and the awards are expected to be in place by May 1, 2001. The March newsletter will announce the recipients of the awards.

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Note This

On Thursday, September 28, 2000, the Subcommittee on Government Programs and Oversight of the House Committee on Small Business held a hearing entitled, “The Future of Small Business: What Lies ahead? and What issues need to be addressed?”

The objectives of the hearing were to examine issues of vital concern to the small business community about their future and how best to promote and sustain an economic expansion that rewards those who start and grow small businesses. Throughout the hearing, the underlying themes, among the small business advocates, revolved around the need for skilled workers, deregulation and taxation.

Chairman Roscoe Bartlett (R-MD) and Ranking Member Danny Davis (D-IL) seemed particularly interested in the outcry that more and more small businesses have been hindered by the shortage of skilled workers. This concern shifted the hearings focus more on the education system and its inability to provide a knowledgeable workforce with basic skills.

The small business advocates also insisted that deregulation of burdensome statutes and the repeal of the “Death Tax” and tax relief for self-employed individuals were also key in sustaining the economic expansion this country now enjoys.

The following are the small business advocates that testified at the hearing: Jim Blann, Sr. Vice President of American Express Small Business Services; John Hexter, Chairman of National Small Business United; Giovanni Coratolo, Director of Small Business Policy at the U.S. Chamber of Commerce; Woodrow McCutchen, President and CEO of the Association of Small Business Development Centers; W. Kenneth Yancey, Jr., Executive Director of the Service Corps of Retired Executives Association (SCORE); Anthony F. Raimondo, President and CEO of Behlen Mfg. Company, on behalf of the National Association of Manufacturers; and, Malcolm O’Hagan, President of the National Electrical Manufacturers Association.

For more information or questions regarding this hearing, please contact Nelson Crowther, counsel, Committee on Small Business at (202) 225-7797.

Internet News

Some Useful Internet Addresses

Web Site Highlight

Womenbiz.gov is an initiative by the Interagency Committee on Women’s Business Enterprise (IACWBE). The Committee includes 13 senior Government officials appointed by the President to lead a cross-agency collaborative effort to ensure that women’s economic issues are being addressed at the highest policy levels. This site provides information for developmental growth and contracting opportunities. - http://www.womenbiz.gov/.

Other Useful Web Sites:

- FirstGov is intended to be a resource to find any government information on the Internet, with topics ranging from business and economy to science and technology. To access this site go to - http://www.firstgov.gov/

- The BMDO home page: http://www.acq.osd.mil/bmdo/


- The BMDO Chief Information Officer’s home page: http://www.acq.osd.mil/bmdo/ciomod/


as well as Italy, Malta, and Korea. Under the auspices of the DOD/Army Mentor/Protégé Program, OPTIMUS is currently undergoing the process of obtaining ISO-9000 and Capability Maturity Module (CMM) certifications.

Mr. Eric Adolphe, is President and Chief Executive Officer of OPTIMUS Corporation. Mr. Adolphe is responsible for the day-to-day technical and fiscal management of the company. He has over 15 years experience in research and design, test, and integration of complex Command, Control, Communications, and Computer Systems, and currently has 3 patents pending. In 1999 he was honored at the National Inventor’s Hall of Fame for a number of his inventions in Canton, Ohio and won the Emerging High Technology Entrepreneur of the Year Award. Prior to starting OPTIMUS Corporation, he was an electronics engineer with the Federal Aviation Administration (FAA) where he was directly responsible for system design and implementation in the Terminal Radar Approach, Control, Facility and Centers in the Eastern Region. Mr. Adolphe is a graduate of the City College of New York with a Bachelor’s Degree in Electronics Engineering. In addition, he currently is completing his final year of law school. Mr. Adolphe will earn his Juris Doctor Degree from the Catholic University of America, Columbus School of Law.

OPTIMUS currently provides support to the Deputy Director for Test, Simulation and Evaluation (TE) within the Ballistic Missile Defense Organization. OPTIMUS personnel are located onsite and directly support the Deputy Director, as well as other deputies within the TE organization. These people provide for the administration and management of documents and technical information. Recently, OPTIMUS’ efforts have been split between conducting their primary mission of administrative/technical support and performing the tasks necessary to successfully complete transition to Federal Building Two.

In addition to the current support provided by OPTIMUS Corporation, some of the company’s world-class capabilities are being considered for specific applications within TE. The company’s proven ability to successfully model complex technical applications is being considered for applicability to the TE mission. For example, OPTIMUS developed a Computer Capacity Modeling Program (CCMP) for the FAA. The CCMP is a software intensive program that predicts computer system loading. Because it is part of a system that can cause loss of human life if it fails, the development effort was required to meet the Safety Critical Software (DO-178B) standards.

Another proven OPTIMUS capability that is applicable to the TE mission is the Remote Access Property Identification Dispatch System (RAPIDS) product, which is a derivative of the award-winning Small Business Innovative Research project developed for the National Aeronautics and Space Administration (NASA) Kennedy Space Center. RAPIDS, as it presently exists, was developed for the District of Columbia Government. RAPIDS is a portable wireless system that can be adapted to manage test information, and perform battle damage assessment, in near real time, and can operate on a range or other instrumented wireless environments.

OPTIMUS believes they cannot judge their success by revenues alone. A better measure may be the fact that much of their business is as a result of repeat business or customer referral. In fact, OPTIMUS has consistently received the highest possible scores on Government and Dun and Bradstreet Past Performance Evaluations. OPTIMUS also has received numerous awards, including GSA’s Golden Eagle Award for Customer Service, and in 1997, the NASA Most Innovative Product of the Year Award. These achievements are made possible through the competence, commitment, and professionalism of each of their employees.

Special Notice

On October 17, 2000, the Ballistic Missile Defense Organization (BMDO) released its implementation strategy for services defined as Category II Augmentation Support. This strategy comes as a result of the Joint Industry Forum held on June 15, 2000, at which, the BMDO announced its intent to fulfill future contract support for professional engineering, consulting, and information technology services using Federal Supply Service Schedules.

This strategy will occur in three phases:

PHASE I – Development of Agency Requirements
PHASE II – Pre-qualification of Potential Contractors
PHASE III – Solicitation of Requirements

You are encouraged to view the Category II Augmentation Support details on the BMDO Acquisition Reporting Bulletin Board (BARBB), which may be accessed at http://www.acq.osd.mil/bmdo/barbb/barbb.htm. In addition, potential contractors are advised to contact Sherri Nosar for more information at sherri.nosar@bmdo.osd.mil. All questions and responses will be posted on the BARBB.
The following was a Small Business Administration news release published on October 10, 2000

**PRESIDENT CLINTON ORDERS MORE CONTRACTING OPPORTUNITIES FOR DISADVANTAGED BUSINESSES**

WASHINGTON – President Clinton today ordered all federal agencies to increase opportunities for small disadvantaged businesses in the $200 billion a year government contracting marketplace. This includes approximately 6,000 companies registered in the U.S. Small Business Administration’s (SBA) 8(a) Business Development program.

President Clinton ordered that each agency that has procurement authority develop a long-term comprehensive plan to expand opportunities for disadvantaged businesses, particularly 8(a) Program participants, Small Disadvantaged Businesses (SDBs) and Minority Business Enterprises (MBEs). Each agency must submit a plan to the Office of Management and Budget within 90 days from the date of the order.

“These businesses are of vital importance to job growth and to the economic strength of the United States but have faced historic exclusion and underutilization in federal procurement. All agencies within the executive branch with procurement authority are required to take all necessary steps, as permitted by law, to increase contracting between the Federal Government and SDBs, 8(a)s, and MBEs,” the President’s order said.

The President’s Executive Order outlines the responsibility that all federal agencies share in ensuring that disadvantaged businesses get proper access to federal contracting opportunities.

“The President’s message to federal agencies is very clear,” said SBA Administrator Aida Alvarez. “As public servants, we must take affirmative steps to ensure that disadvantaged businesses have access to federal contracting opportunities and resources.

“In the last 10 years SBA’s 8(a) business development program has seen contract awards increased by 81 percent, from $3.4 billion in 1990 to $6.2 billion in 1999. That’s a good step in the right direction, but more still needs to be done and that’s exactly what the President’s order intends to accomplish.”

The President’s order requires contracting federal agencies to take a number of steps designed to increase access to federal prime and subcontracts for 8(a), SDB and MBE companies. The steps include:

- Making sure that disadvantaged businesses are aware of prime contracting opportunities, and that 8(a) sole source opportunities are disseminated to 8(a) firms.
- Increasing the use by prime contractors of 8(a)s and SDB firms as subcontractors to meet their subcontracting goals.
- Encouraging business-to-business relationships, teaming and mentoring.
- Offering increased technical assistance and training to 8(a), SDBs, and increasing training of program and procurement officials on procurement policies regarding 8(a) and SDB firms.

In addition to developing a comprehensive plan, the order requires SBA to:

- Evaluate SDB accomplishments on a semi-annual basis;
- Ensure that local contract procurement advisors receive adequate training;
- Ensure that procurement goals for 8(a), SDB, and MBE companies and for agencies’ accomplishments are made available to the public.

The Presidential order also:

- Requires the General Services Administration (GSA) to ensure maximum use of disadvantaged firms on the schedules and establish blanket acceptance under the 8(a) program so agencies can take credit for orders with 8(a) firms towards their goals.
- Requires agencies to the extent permitted by law, to submit contracts that are proposed for bundling to SBA for review. The SBA will make a determination regarding the appropriateness of bundling in each instance. Its determination will be carefully reviewed by the department or agency head, or a designee. If there is an unresolvable conflict, then the SBA or department or agency can seek assistance from the Office of Management and Budget.
- Requires the Secretary of Commerce and the Administrator of SBA to study the appropriateness of an awards program for executive departments and agencies that best exemplifies the letter intent of the order.
Legislation/Regulation Update

Federal Acquisition Circular (FAC) 97-20 was issued on October 11, 2000, and amends the Federal Acquisition Regulation (FAR) as follows:

Veterans Entrepreneurship and Small Business Development Act of 1999 – Item I

On October 11, 2000, the Civilian Agency Acquisition Council (CAAC) and the Defense Acquisition Regulations Council (DARC), issued an interim rule with requests for comments, in the Federal Register, amending the Federal Acquisition Regulation (FAR) to implement sections 501(c), 502(a)(2), and 604(d) of the Veterans Entrepreneurship and Small Business Development Act of 1999 (Pub. Law 106-50). This law established new assistance programs for veterans and service-disabled veterans who own and operate small businesses. This interim rule became effective on October 11, 2000, and comments were due on December 11, 2000, in order to be considered in the formulation of a final rule.

Truth in Negotiations Act Threshold – Item II

On October 11, 2000, the Civilian Agency Acquisition Council (CAAC) and the Defense Acquisition Regulations Council (DARC), issued a final rule, in the Federal Register, amending the Federal Acquisition Regulation (FAR) to implement requirements of 10 U.S.C. 2306a(a)(7) and 41 U.S.C. 254b(a)(7). These statutes require the review of the Truth in Negotiations Act threshold every 5 years, starting October 1, 1995. This final rule became effective on October 11, 2000.

PROCUREMENT OPPORTUNITIES


CALENDAR OF EVENTS

Dec. 4, 2000 Sixth Annual 4th Congressional District Procurement and Business Expo
Andrews AFB Officer’s Club
Camp Springs, MD
For more information contact:
Matt Biggs
(202) 225-8699

Feb. 26 – The SBIR Spring 2001
Mar. 1, 2001 National Conference
Tulsa, OK
For more information contact:
Sharon DelaBarre
Sharon@zyn.com or (360) 683-5742

March 1, 2001 Naval Surface Warfare Center
Dahlgren Division
Dahlgren, VA
For more information contact:
National Small Business Council
(888)603-8899

May TBA Small Business Day
By Invitation Only
For more information contact:
Sterling Tilley / Steve Moss
(703) 921-1659/(703) 604-0068

May TBA NASA Goddard Small Business Conference
NASA Goddard Space Flight Center
Greenbelt, MD
For more information contact:
Crystal Davis
Crystal.e.davis.1@gsfc.nasa.gov

TBA Defense Supply Service-Washington
For more information contact:
Grace Foster
(703) 697-6024
Small Business Database Update

Small businesses that have submitted database forms to the BMDO Small and Disadvantaged Business Utilization (SADBU) Office are reminded to continue providing this office with updated information regarding organizational changes. The SADBU database is used as a source for matching appropriate small businesses with BMDO technical requirements and as a mailing list for our quarterly newsletter, The SADBU Update.

For firms not currently listed in our database, or if your firm needs to update some information, you may download a database form from the BMDO SADBU Internet home page at http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html. Also, a small business packet, which contains useful information about contracting opportunities, is available for firms interested in doing business with BMDO. This packet can be obtained by contacting Stephen Moss, Director of the SADBU Office, at stephen.moss@bmdo.osd.mil or Twanda McNair at twanda.mcnaire@bmdo.osd.mil.

Recent New Contracts (cont’d from page 1)

$12,000,000, to provide the headquarters of the BMDO with program planning and technical support. This contract has a fourteen-month base period with no options and is scheduled to end on November 1, 2001.

On September 1, 2000, the Computer Sciences Corporation, was awarded a contract, valued at $125,073,892, to provide program management, planning and technical support to the NMD Program. This contract has an eighteen-month base period with one six-month option and is scheduled to end on March 1, 2002.

On September 7, 2000, Heery International Inc., was awarded a delivery order under the GSA schedule, valued at $64,051.44, to provide construction management services to support the renovation of Federal Office Building 2. This order has a four-month base period with no options and is scheduled to end on January 31, 2001.

FOB 2 Access

On November 6, 2000, the BMDO held a Security Orientation Briefing, which included the security protocols for visitor access control. The protocols are as follows:

1. BMDO visitors that do not qualify for a DoD Building Pass may be granted access by submitting a “Visitor Request” to the Building Pass Office (fax 703-697-9085) at least three days prior to their visit.
2. The request may be in the form of a letter on the Agency letterhead or Agency generated visit request forms and include:
   · Visitor’s name
   · Social Security Number
   · Date and place of birth
   · Dates of requested visits
   · Point of Contact and phone number
   · Point of Contact from departing Agency and phone number
   · Background investigation date
3. Visitors must present two valid forms of identification to the DPS Police Officer
4. After validation of identification, the Visitor will be issued a visitor “No Escort Required” pass
5. Visitors are not authorized to escort other visitors.

SADBU Staff Numbers (effective January 22, 2001)

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(703) 697-8015

Mr. Raymond Lambert, Deputy Director
(703) 697-8918

Ms. Twanda McNair, Secretary
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(703) 697-8012


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