



Missile Defense Agency

Office of Small Business Programs

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SPECIAL Mentor-Protégé COVERAGE

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Message from the Director, Lee Rosenberg

All of us in the MDA Office of Small Business Programs hope you all had a happy and restful holiday season and wish you a joyous New Year.

We in the office were able to take some time off and all enjoyed the holidays as well. In this issue of the newsletter, we are highlighting our participants in the Department of Defense Mentor Protégé Program. I think you will find it interesting to see how effective the program is at elevating the capabilities of the protégés and furthering their value to both the DoD and the MDA. We are certainly proud of all our mentors and protégés and I know I will be filling our Nunn-Perry Award wall space in the office with future winners given our current crop of program participants and their talents and accomplishments.

Now that we are back at work, we are still faced with some looming deadlines including January 15 when the current continuing resolution is set to expire. As of this writing this article, we still do not know what our budget will look like going into the rest of the year or whether we will have an appropriation or another continuing resolution. Obviously, these sorts of budgetary unknowns make planning difficult to say the least. Still, we are continuing to plan for several potential small business set-aside contract awards this year, which include our Security and Operations Center support and support for a new advanced technology modeling and simulation laboratory. You should have seen requests for information go out for both of these. Additionally, requests for information went out for some "build to print" work in support of our Aegis Ashore program and a

request for information was issued in support of the IRES program that will probably encompass several potential small business set-aside contracts. Notice, I said "potential small business set-asides" in association with these efforts because we have not settled on acquisition strategies yet for these procurements. The responses we receive to our requests for information will inform our decision making when it comes to assessing small business capability to perform the work and thus whether sufficient capability exists to set-aside the acquisition. In each situation, the quality of the responses we get will allow us to assess with greater accuracy the capabilities of the interested small businesses.

I reviewed some preliminary responses to some of these requests for information and, sadly, people are still not "answering the mail" and responding with information we ask for. It does no good to simply provide marketing literature that may touch peripherally (if at all) on the information we seek. You need to take a close look at the information requested and tailor your responses to address what we ask for. This is one area where you can have major influence on the acquisition strategy that we choose. I know I have "beat this horse to death" in previous articles and in my talks at various conferences, but if the sum of the responses I have looked at so far are any indication, my message is not getting through.

I fully understand the time and effort it takes to put together a comprehensive response to our requests for information and I know that no contract results from that specific effort, but the strategic payoff may come later when something gets set-aside versus going full and open. ...**Continued on Page 2**

Tips for Using the Electronic Small Business Information Exchange

by Joshua Koger

In mid-December the MDA OSBP was able to release a new marketing tool to the small business community. The Electronic Small Business Information Exchange (eSBIE) system provides the small business community with a repository for registering their company capabilities with the MDA OSBP. By registering in this system, you allow us to more easily reach out to you when the MDA has potential opportunities for companies like yours. You are also able to utilize the Marketplace, which is an area of the site filled with current and upcoming small business contracting opportunities with the Agency. The Marketplace also allows you to search through other interested, registered companies on select opportunities that you may be able to team with.

With any new information system, there are some initial growing pains that can be unexpected. During our initial launch, we identified some minor issues that have either been remedied already or are currently being investigated. Ultimately, we are trying to maintain a high level of security for all of our users and continue necessary development of the system within proper DoD policy. Because we are excited about this new system and are eager for small businesses to utilize it, our office wanted to share some tips for getting your company registered.

When you first visit the eSBIE Directory site, you will see a login screen. If this is your first time visiting the site you will be required to click on the grey 'Register' button at the top of the page. The information that you will need to have before registering is as follows:

- Your 9-digit company DUNS number (this will be your account name)
- Company contact information
- Your company's socio-economic categories
- Up to 10 valid 2012 NAICS codes
- *Please note, you MUST enter valid 2012 NAICS codes, otherwise the system will not complete your registration. You can visit the U.S. Census site to determine the validity of your NAICS codes here: <http://www.census.gov/eos/www/naics/>
- Your company's facility clearance
- Two points of contact

Once you have submitted your registration successfully, your primary POC will receive an automated e-mail message asking them to verify that your company did in fact attempt to register (this is an extra security measure we have in place).

Once your primary POC receives that message and clicks on the URL provided in it, please ensure that you follow the on-screen instructions. Our office is currently reviewing every registration for validity and will have to either approve or deny it before you are sent any log on information. After we are able to validate your registration and approve your profile, your primary POC will receive an e-mail with a URL to set your account password.

If you experience some issues when attempting to reset your password and the error you get is a quip about how your password "cannot contain dictionary words," you are not alone. Due to some strict security requirements for the eSBIE system, we are required to check against a very thorough lexicon. In fact, the eSBIE system checks against over 173,000 words and checks each password against them. While this strict complexity is in place, please be aware that this is for your ultimate protection while utilizing the system. The following are a few tips that I would suggest when attempting to reset your password:

- Try to replace some letters with a special character (@ for A)
- Be mindful of potential two-letter words (i.e. is, to, be, at, etc.)

If you happen to have any other questions about how the eSBIE system works or are experiencing issues, please feel free to contact us at Outreach@mda.mil.

Message from the Director

Continued from Page 1... For the record, a few of you are getting it and your responses are well written and have addressed the requested information. For the rest of you, I am asking you to please put an effort into your responses and provide comprehensive information that addresses all of what we ask for. Do not assume that others will respond sufficiently to those efforts in which you have an interest or that they will automatically be set-aside even if you do not respond. You need to actively participate with your response that "answers the mail."



Raytheon (Mentor) and Advanced Powder Solutions (APS) (Protégé)

APS provides materials solutions to their customer's most complex problems. From the base powders, finished product (coatings or parts), or material design and final commercialization, APS provides real solutions for real applications. Current commercially available APS material solutions vary from Beryllium replacement parts, lightweight radiation hardened or low CTE materials, high temperature wear resistance coatings or propulsion components, and critical parts for the oil & gas industry performance.

Our agreement will develop and mentor APS on the following areas: Provides cheaper, lighter and more readily available materials to support DoD Programs. Replacement of Beryllium materials in certain programs, benefiting: Toxicity, Brittleness, Cost and Availability, and Human Testing Requirements. The DoD and the Missile Defense Agency will benefit from the increased manufacturing capability of a qualified minority company with unique material processing capabilities, providing for a high quality competitively priced product. This agreement will directly benefit our war fighter's capability by establishing a new source for defense products and systems that must be the best in the world. Additionally, DoD and Missile Defense will profit from the fact that by the end of the agreement Advanced Powder Solutions will possess an enhanced capability to bid as a prime contractor on many of the DoD and Missile Defense programs that require their unique material composition requirements.

Raytheon (Mentor) and Mentis Sciences, Inc. (Protégé)



Mentis Sciences, Inc. designs, develops, and tests advanced composite materials, structures, and seeker technology. The company offers products for seeker thermal protection systems, radomes, multifunctional materials, integrated structures, personal protection materials, non-lethal materials technology, future combat systems materials, ceramic matrix composites, ceramic fiber production and processing. Mentis has a unique program called "Mentis Cooperative Internship Program". The program provides high school students with the opportunity of learning basic skills required to work in a high tech industry. Interns are paired with Mentis employees and are trained in various tasks required to meet operational/program goals.

Our agreement will develop and mentor Mentis Sciences on the following areas: The DoD and the MDA will receive help from the increased manufacturing capability in a qualified disadvantaged HUBZone company with a high quality, competitively priced product benefiting the industrial supply base. This agreement will directly affect the war fighter's capability by developing a new source for defense products and systems that must be the best in the world. Additionally, this agreement is a natural progression in the development of this small business. Mentis Sciences has been involved in technology development associated with the Small Business Innovative Research (SBIR) program. Composite products and applications developed from those SBIR efforts will be transitioned into a production environment. Raytheon Missile Systems and the industrial supply base will receive help from having a supplier and partner with greater capabilities to meet its customers' needs in the defense market.

Raytheon (Mentor) and AERO Electronics (Protégé)



Aero Electronics core competencies includes build to print of a variety of cables such as RF flexible and semi-rigid cables, Round cables, Branched Harnesses, Molded assemblies including Vulcanized Rubber moldings. Electro - mechanical assemblies of low complexity are within current capabilities.

Our agreement will develop and mentor Aeros on the following areas: Advanced Tamper proofing, Improved electronic designs and design efficiency and Development of AERO into a fully capable small business for second sourcing equipment.

Tec-Masters, Inc. (Mentor) and ProjectXYZ, Inc. (Protégé)



PROJECTXYZ, Inc. provides healthcare consulting, project management, information technology, engineering, and prototype/fabrication services to a wide variety of clients.

Our agreement will develop and mentor ProjectXYZ on the following areas: Technology Transfer – ISO Certification, SEI CMM Level 2 Certification, Modeling and Simulation, Test and Evaluation, EVM and Six Sigma will mitigate risk for support to MDA contracts

SPARTA, Inc. (Mentor) and Allied International, Inc. (Protégé)

Allied Associates International, Inc. (A2I) is a distinguished provider of expert engineering, technology and management solutions for federal agencies.

Our agreement will develop and mentor A2I on the following areas: Gain a successful small business partner that participates fully in MiDAESS and capable of bidding and winning SDVO or SB Set-asides and this mentor protégé training will advance MDA/DODs efforts in international science and technology, modeling and simulation and environmental remediation.



The Boeing Company (Mentor) and Victory Solutions, Inc. (Protégé)



Victory Solutions, Inc. is a Service Disabled Veteran- and Woman-Owned, small business, headquartered in Huntsville, Alabama. They provide products and services in the areas of Information Technology (IT), US Government Engineering Support, and Subject Matter Expertise (SME) in Solution Management.

Our agreement will develop and mentor Victory Solutions on the following areas: Victory Solutions will be trained by Boeing to lead the GMD Operations and Sustainment Contract (O&S) BOS/WAM processes and technologies which

will result in transferring critical experience and competency in utilizing industry technologies and tools that are both specific to the GMD BOS/WAM program as well as to other DoD and MDA programmatic and engineering support disciplines. Improve important management capabilities including Business Development, Financial Management (e.g., EVMS), and Human Resource Management to reduce risk for MDA BMDS.

ManTech (Mentor) and AJA Inc. (Protégé)

AJA Inc. provides System Engineering and Technical Assistance (SETA) as well as Information Technology (IT) professional services support to the federal government. AJA Inc. has an extensive background in information management and technology fields including support of strategic information technology missions in both the military and private sector.

Our agreement will develop and mentor AJA on the following areas: Expanded SDVO industrial base in the area of Information Systems, Security Solutions and Cyber Technology from a fully qualified of SETA Contractor and gain a successful small business partner that participates fully in MiDAESS and capable of bidding and winning SDVO or SB Set-asides.



Lockheed Martin (Mentor) and IERUS (Protégé)



IERUS is ideally suited to provide high-tech services and design support to south-east and beyond. IERUS's core skills include global optimization, RF spectrum technologies, and software acceleration. IERUS also provides support in the areas of systems engineering and program management.

Our agreement will develop and mentor IERUS on the following areas: will assist IERUS in becoming a well-rounded company, capable of providing a competitive option for technology solutions in the areas of services, software, design, and

products. Lockheed will help IERUS in the development of its government accounting systems, quality and procurement processes and export control. IERUS will be able to better support the BMDS programmatic and engineering support disciplines with this new knowledge.

Northrop Grumman (Mentor) and Davidson Technologies (Protégé)

Davidson Technologies is a cutting-edge technology services company dedicated to providing innovative engineering, technical and management solutions for our defense, aerospace and commercial customers. Dr. Davidson, founder of Davidson Technologies, envisioned a company that would be customer focused and solution oriented, all within an atmosphere that attracts and retains quality professionals with extensive technical knowledge.



Our agreement will develop and mentor Davidson Technologies on the following areas: Enhance protégé capability to perform as a supplier and/or teaming partner of Engineering, Information Technology, Logistics, and Cyber Security Programs within DoD, NASA, and other Governmental agencies. Assist protégé in building emerging technology capabilities and develop new business for protégé as a partner. Mentor conducted a Needs Assessment and identified Developmental Assistance objectives in emerging technology services, contracts and subcontracts development (specifically in EVMS), strategic planning, ISO 9000 Certification (Services Only), operational infrastructure and marketing.

Orbital Sciences Corporation, Launch Systems Group (Mentor) and Martinez & Turek, Inc. (Protégé)



Martinez & Turek (MT) has over 30 years of manufacturing experience that is applied to each and every one of our services. Martinez & Turek has gained a reputation as a quality manufacturing service provider. MT Engineering department is an integral element of the design and build ability that distinguishes our company. Concurrent design and build skills can be a critical element in meeting customer needs for streamlined and cost efficient processes.

Our agreement will develop and mentor Martinez & Turek on the following areas: Create a partnership with the Missile Defense Agency and the Defense Contract Audit Agency, to mentor M&T to meet or exceed the goals set forth in this agreement. Implementation of advanced quality, engineering, and manufacturing practices with in M&T. This will make M&T competitive in the design and manufacture of ground support, test equipment, production and flight hardware. This will reduce the single point of failure in the MDA and Orbital supply chain. Create a sustainable transfer of key skills with in M&T to insure manufacturing support of the Warfighter, MDA, and Orbital are always available. Mitigate a single point of failure in the manufacture of large machined and/or fabricated flight hardware. Introduce competition by a small disadvantage business into a commodity with little or no competition available to prime contractors.



MiDAESS Awards

Full and Open

Blue text indicates IDIQ Awards
Red text indicates Task Order Awards
Yellow background indicates Recompeted/Recently Awarded

Acquisition Support (Capability Group 2)			IDIQ Contract Award Date: 9/8/2010
Booz Allen Hamilton	HQ0147-10-D-0018	DOB-02	10/23/2013 Strategic Planning and Financial Management Support
Computer Sciences Corporation	HQ0147-10-D-0019	DP-01	1/19/2013 Integration Synchronization
		DOB-03	7/25/2013 Budget Execution/Funds Control
Paradigm Technologies, Inc.	HQ0147-10-D-0020	DOB-07	2/27/2013 Financial Systems Support & Integration
Odyssey Systems Consulting Group	HQ0147-10-D-0021		

Engineering Support (Capability Group 3)			IDIQ Contract Award Date: 8/30/2010
ERC, Inc.	HQ0147-10-D-0006		
Madison Research Corporation	HQ0147-10-D-0007		
Computer Sciences Corporation	HQ0147-10-D-0008	DE-01	7/8/2011 System Engineering Integration
		DE-05	3/22/2011 Sensor Engineering
		DT-04	11/4/2011 General Test Support
General Dynamics IT	HQ0147-10-D-0009		
Sparta, Inc.	HQ0147-10-D-0010	DT-02	9/26/2013 Ground Test Support
		DE-03	6/8/2011 Weapons and Missile Systems
		DE-07	5/28/2013 Space Portfolio Engineering
		DE-08	5/24/2011 C3BM
		DE-10	5/26/2011 M&S Engineering
		DE-11	7/16/2013 Laser (Directed Energy) System Engineering
		DT-01	5/20/2011 Flight and Component Test Support

Infrastructure and Deployment Support (Capability Group 4)			IDIQ Contract Award Date: 6/23/2010
Computer Sciences Corporation	HQ0147-10-D-0022	DPF-01	3/10/2011 Facility, Logistics, and Space Management
		DPF-03	5/30/2013 Environmental Management
		DT-08	8/11/2011 Warfighter Operational Support
General Dynamics IT	HQ0147-10-D-0023		
Sparta, Inc.	HQ0147-10-D-0024	DDW-01	2/15/2013 Warfighter Strategic Integration
		DDW-02	10/23/2013 Operations Support
		DPF-02	4/21/2011 Facilities Life-Cycle Management Site Activation Planning, Deployment, and Integration

Agency Operations Support (Capability Group 5)			IDIQ Contract Award Date: 6/17/2010
ALATEC, Inc.	HQ0147-10-D-0002	DS-01	10/26/2012 Functional Management and Non-Matrix Admin. Support
Computer Sciences Corporation	HQ0147-10-D-0003		
EMC, Inc.	HQ0147-10-D-0004		

Security and Intelligence Support (Capability Group 6)			IDIQ Contract Award Date: 8/30/2010
Booz Allen Hamilton, Inc.	HQ0147-10-D-0011	DEI-02	6/14/2013 Declassification
		IC-03	7/22/2011 BMDS Information Assurance/Computer Network Defense
		DEI-03	5/1/2012 Intelligence
Lockheed Martin, Inc.	HQ0147-10-D-0012		
ManTech International Corporation	HQ0147-10-D-0013	DEI-06	7/7/2011 Cyber Security and Engineering
		DEI-01	5/23/2011 Security and Program Protection
		DEI-05	6/5/2013 Counterintelligence

Agency Advisory Analytical Support (Capability Group 7)			IDIQ Contract Award Date: 2/14/2011
Booz Allen Hamilton, Inc.	HQ0147-11-D-0001		
MacAulay-Brown, Inc.	HQ0147-11-D-0002	A3-01	3/26/2013 Engineering & Technical Advisory & Analytical Support
		A3-02	9/30/2011 Test
SAIC	HQ0147-11-D-0003	A3-03	3/26/2013 Executive Programmatic Advisory & Analytical Support
TASC	HQ0147-11-D-0004		

All information valid as of 6 December 2013



MiDAESS Awards

Small Business Set-Aside

Blue text indicates IDIQ Awards
Red text indicates Task Order Awards
Yellow background indicates Recompeted/Recently Awarded

Quality, Safety, and Mission Assurance (Capability Group 1)			IDIQ Contract Award Date: 1/21/2010
a.i. Solutions	HQ0147-10-D-0027	QS-03	5/22/2013 Quality Assurance
		QS-02	11/7/2013 Mission Assurance Support
A-P-T Research, Inc.	HQ0147-10-D-0028	QS-01	12/1/2012 System Safety & Safety Occupational Health
Bastion Technologies, Inc.	HQ0147-10-D-0029		

Acquisition Support (Capability Group 2)			IDIQ Contract Award Date: 7/21/2010
Acquisition Services Corporation	HQ0147-10-D-0035		
BCF Solutions, Inc.	HQ0147-10-D-0036	DO-04	5/1/2013 Cost Estimating and Analysis
		DO-06	4/29/2013 EVMS
Quantech Services, Inc.	HQ0147-10-D-0037	DA-01	12/10/2010 Acquisition & Program Management Support
		DPL-01	3/26/2013 Logistics Management
		DA-02	3/27/2013 Acquisition Executive Support
		DI-01	3/23/2011 International Affairs
		DI-02	9/11/2013 Aegis BMD FMS and International Support
		DOB-05	7/23/2012 Accounting

Engineering Support (Capability Group 3)			IDIQ Contract Award Date: 3/10/2011
COLSA Corporation	HQ0147-11-D-0005	IC-01	9/29/2011 Information Technology Management and Analysis
ERC, Inc.	HQ0147-11-D-0006		
MEI Corporation	HQ0147-11-D-0007	DE-12	9/23/2011 Specialty Engineering / International Engineering
		DE-13	8/18/2011 Risk and Lethality Engineering
		DT-06	9/2/2011 Ground Test Provisioning Support
		DT-07	9/12/2011 Test Infrastructure Support
		DE-04	3/27/2013 Threat Engineering
Torch Technologies, Inc.	HQ0147-11-D-0008	IC-02	6/14/2011 Information Assurance/Computer Network Defense
		DE-02	9/30/2011 Test Analysis & Reporting
		DE-09	8/23/2011 Speciality C3BM
		DT-05	9/30/2011 Flight Test Provisioning Support
DCS Corporation	HQ0147-11-D-0009		

Agency Operations Support (Capability Group 5)			IDIQ Contract Award Date: 8/20/2010
Harlan Lee & Associates	HQ0147-10-D-0030	DS-04	3/18/2013 Strategic Planning & Communication
		DS-05	11/10/2010 VIPC
		PA-01	1/28/2013 Public Information Support
PeopleTec, Inc.	HQ0147-10-D-0031	DS-02	5/17/2013 Executive Admin. & Action Officer Support
		DS-03	11/10/2010 Protocol & Event Management
		DOH-01	11/30/2012 Human Resources
		DOH-02	1/4/2013 Training and Development
Total Solutions, Inc.	HQ0147-10-D-0032		

All information valid as of 6 December 2013



2014 Calendar of Events

Miami Small Business Expo
January 16-17 - Miami, FL

Elite SDVOSB Conference
January 29-30 - Hyattsville, MD

Aero Defense Manufacturing Summit
February 25-27 - Long Beach, CA

14th Annual Alliance Mid-Atlantic Small Business Procurement Fair
March 4 - Wilmington, DE

Opportunities 2014 Small Business Conference
March 10 - Asheville, NC

WBENC National Conference
March 18-20 - New Orleans, LA

Space Tech Expo
April 1-3 - Long Beach, CA

OSDBU Conference
April 16 - Washington, D.C.

NAVY Small Business Expo
April 24 - Chicago, IL

MORE TO COME!

OSBP Staff

Lee Rosenberg, *Director*
Genna Wooten, *Deputy Director*
Jerrol Sullivan, *Subcontracting Program Manager*
Laura Anderson, *eSRS Manager*
Becky Martin, *Outreach and Specialty Program Manager*
Ruth Dailey, *Mentor Protégé Manager*
Nancy Hamilton, *Sr. Administrative Assistant - ALATEC*
Chad Rogers, *Sr. Analyst - ECS, Inc.*
Joshua Koger, *Sr. Specialist- Quantech Services*

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For additional information regarding Subcontracting activities at MDA, please email us at subcontracting-oversight@mda.mil

For additional information regarding Outreach activities at MDA, please email us at outreach@mda.mil

Websites of Interest

MDA Office of Small Business Programs

http://www.mda.mil/business/smallbus_programs.html

MDA Marketplaces and Directory

http://www.mda.mil/business/smallbus_programs.html

MDA Business Acquisition Center

www.mda.mil/business/acquisition_center.html

MDA SBIR/STTR Programs

www.mdasbir.com

Fed Biz Opps

www.fbo.gov

Electronic Subcontracting Reporting System (eSRS)

www.esrs.gov

MDA Small Business Advocacy Council

www.mda.mil/business/bus_mdasbac.html