



**Volume 20 - Issue 1**

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**Message from the Director**  
**Lee Rosenberg**

So often I talk to folks and they really are at a loss to understand what the Missile Defense Agency (MDA) is all about and our role in the defense of the nation. I thought, for this article, I'd delve into a little about MDA, our mission, and the systems that make up the Ballistic Missile Defense System (BMDS).

One of the first questions that I ask people with whom I meet is, "What is the mission of MDA?" Most of the time I get a blank stare, or folks try and define our mission but are way off the mark. For the sake of clarity, the mission of MDA is to develop, test, and field an integrated, layered, ballistic missile defense system (BMDS) to defend the United States, its deployed forces, allies, and friends against all ranges of enemy ballistic missiles in all phases of flight. As you can see, we are defensive in nature. I like to tell folks that we are designed to handle the incoming stuff. If you want to talk about the outgoing stuff you'll have to talk to one of the Services.

Right now, in order to accomplish our mission, we have fielded a variety of sensor and weapons systems and a global command and control, battle management and communication (C2BMC) system. As discussed below, each system plays an integrated role in a layered BMDS that affords the warfighter multiple opportunities to detect and address ballistic missile threats.

So let's talk detection. MDA has fielded a variety of sensor systems that can detect and track a threat missile from the time it is launched, through an engagement sequence, until ultimately determining

through discrimination capabilities whether the lethal object that we were tracking has been destroyed. Some of these systems are terrestrial-based, some space-based; some are in fixed positions and some are mobile; some are land-based and some are sea-based. All provide an integrated picture to the warfighter of the threat missile in flight, as well as, tracking and guiding an interceptor to kill the threat. These systems include:

- a. Space-Based Sensors: Our Space Tracking and Surveillance System, the Air Force's Space-based Infrared (SBIR) and Defense Support Program (DSP) systems. These satellites provide us with early detection of a launch and early tracks on the in-flight missile during its boost phase.
- b. Powerful Radar Systems: Our Sea-based X-band Radar (SBX) and AN/TPY-2 forward-based radars as well as the Air Force's Upgraded Early Warning Radars (UEWRs) and the Navy's SPY-1 radar system. These systems are able to detect the threat missile in flight and maintain a track on it through its flight, feeding important information through our C2BMC and other fire control systems to the weapon systems that will engage the threat.
- c. Weapon Systems: To intercept the threat missile while in flight. We often hear about how our BMDS does this by "hitting a bullet with a bullet". That means that we collide our interceptors moving at supersonic speeds into the lethal threat object we are aiming at,

**Continued on Page 3**



## Appreciation to the Consolidated Support Program Office

The Consolidated Support (CS) Program Office released their first Technical, Engineering, Advisory, and Management Support (TEAMS) Request for Proposal (RFP) on May 18, 2015. Yes, that is over two years ago, and at times, we seem to only see what is not being done instead of what has been done. I would like to take this time to advocate for the CS Office on their TEAMS accomplishments.

Since May 2015, the CS office has been non-stop working to contract for 31 separate advisory and assistance contract actions. To date, 23 of these requirements have been successfully awarded. Fourteen requirements have been awarded to small businesses and nine have been awarded to large businesses. That is an overwhelming task to say the least. Even though it may seem like TEAMS has been ongoing for some time, you have to take into consideration what all goes into awarding and administering multi-million dollar contracts, as well as the voluminous amount of actions required to award a contract. The CS Program Office has issued 30 Draft RFP's, released 30 RFP's, responded to numerous questions from industry, reviewed actual and potential conflicts of interest, evaluated proposals, submitted evaluation notices, reviewed evaluation notices, requested Final Proposal Revisions (FPRs), evaluated FPRs, and made 23 awards. On top of all of this, they also issued 24 bridge contracts to allow for planned and unplanned schedule slips. This is a huge task that CS has undertaken and we should applaud them.

When a large portion of the TEAMS contracts were awarded, the Program Office took a strategic pause to revalidate requirements on remaining efforts; incorporate lessons learned from completed source selections, and adjust time lines for completion based on past experience with the 23 awarded contracts. As a result of resource constraints and other impacts to ongoing TEAMS procurement activities, RFP releases and contract awards have been delayed. The new projected award schedule for the remaining TEAMS solicitations are as follows:

Proposed Award (Calendar Year)	Solicitation
4th Quarter 2017	Public Affairs
4th Quarter 2017	Cybersecurity and Risk Management
4th Quarter 2017	Agency Advisory and Analytical Support
1st Quarter 2018	International Engineering
1st Quarter 2018	Human Relations
2nd Quarter 2018	Protocol & Event Management
2nd Quarter 2018	Information Technology Management & Analysis
2nd Quarter 2018	Visual Information Production Center (VIPIC)
3rd Quarter 2018	Business Operations

To sum it all up, the CS Program Office has been working diligently to evaluate and award the most advantageous contracts for advisory and assistant support services that are essential to the Missile Defense Agency.

So the next time we think the TEAMS requirements have taken a long time to get on contract, let's remember the magnitude and complexity of some of the requirements and all the hard work that has been accomplished to achieve this tremendous task.

Continued from Page 1...

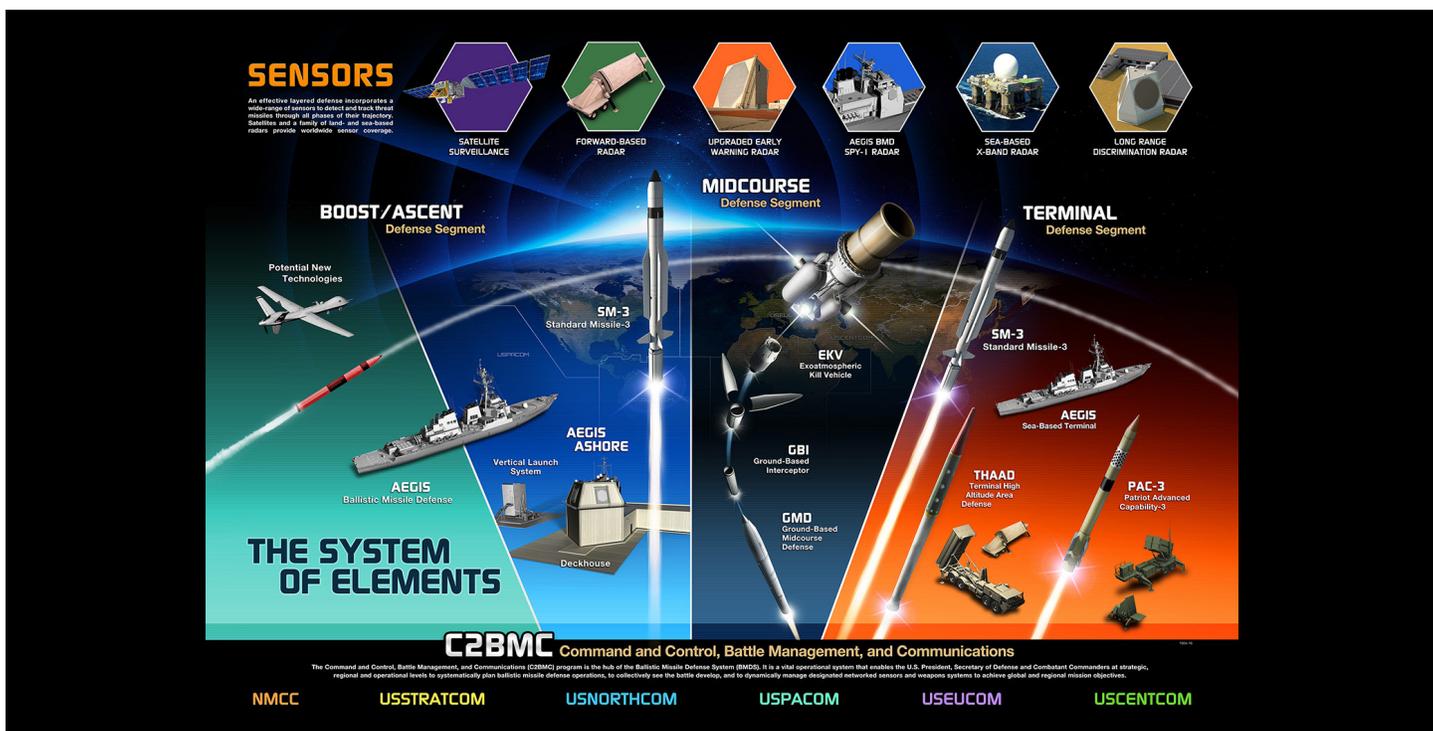
and kinetic energy takes care of the rest, essentially vaporizing the target. Our interceptor systems vary in their capabilities. Some are designed to engage a target during the mid-course phase of the threat missile's flight, usually done exo-atmospherically (that's in space for us non-engineers). These systems include our large silo-based Ground-based Interceptors (GBI's) stationed in Alaska and California and our ship based SM-3 series of missiles. We've even built a Navy base in the middle of Romania and have these SM-3 missiles together with the SPY-1 in a land-based system ashore. We will soon have another of these ashore systems in Poland. The GBI's are designed for intercepting Intercontinental Ballistic Missiles (ICBM's) and Intermediate Range Ballistic Missiles (IRBMs), while the SM-3 series of missiles are designed for IRBMs and Medium Range Ballistic Missile (MRBM) threats. Other missile interceptors are designed to intercept threat missiles in their terminal phase of flight, that is, when they are descending to their targets. These systems include our Terminal High Altitude Area Defense (THAAD) system designed to engage a target either exo-atmospherically or endo-atmospherically (that's in the atmosphere for us non-engineers). THAAD can defend against MRBMs, IRBMs, and Short Range Ballistic Missiles (SRBMs). Finally, the Patriot missile system provides terminal defense of incoming threat missiles, usually SRBMs.

coordinated fashion. This robust, global command and control system has nodes throughout the decision chain from the soldiers, sailors and airmen operating the systems outlined above to the combatant commanders who control the battlespace.

MDA also has a robust research and development (R&D) program to address future needs so that we can stay ahead of the emerging threat as it evolves over time. The rapid ability to field needed capability has been a hallmark of MDA, and is largely due to the investment that we make in leading edge technologies that we can rapidly integrate into fielded systems. So what does the future look like? Perhaps, high powered lasers to shoot down missiles in flight? Perhaps sensors flying on unmanned aerial vehicles to give us a better picture of our battle space? Perhaps space-based kill assessment capability to rapidly determine if we killed what we needed to kill? And much more.

So, where do small businesses fit into all this? The short answer is, everywhere. There is a place for you in all of the systems that we develop. Small businesses are an integral part of agency operations and the BMDS. Small businesses are often subcontractors to our large weapon and sensor systems developers, often participants in our Small Business Innovation Research program with new and innovative ideas, or support us in our TEAMS program with professional knowledge as we manage this complex, yet critical, endeavor in the defense of our nation, deployed forces, friends and allies.

- d. **C2BMC:** This is the glue that holds all this together and allows all of these systems to operate in a coherent and



## MDA Celebrates Three New Mentor-Protégé Relationships!

Ruth Dailey

MDA is proud to announce a new Mentor-Protégé Agreement between Parson and Mb Solutions. Mb Solutions is a dynamic customer focused, women owned, SBA Certified 8(a), SDVOSB, financially sound, small business that will provide superior



solutions to the warfighter in logistics, program support and cyber security, for the Department of Defense and Civilian Federal Sectors. Mb Solutions' primary business is delivering technical services in the form of support for government-contracted projects and tasks. Their core capabilities are:

- Cyber Security - excels at protecting an organization's critical information and assets by ethically integrating cyber security best practices and risk management through enterprise.
- Logistics - provides logistical and engineering service support essential to the Department of Defense and Civilian Federal Sectors in support of the Warfighter.
- Programmatic - provides a range of program support services for multiple Army and Missile Defense customers to include acquisition support, resource management and budgeting and protocol and event management support.
- Engineering - engineering support includes system engineering, lifecycle logistics and business process engineering.

We are also pleased to announce a new Mentor-Protégé Agreement between Parson and Trident Technologies. Trident is a woman-owned (WOSB, EDWOSB) minority-owned, SBA Certified 8(a)/SDB, 8(m) small business headquartered in Huntsville, Alabama. For the past three years, Trident has been ranked in the Inc. 5000 Fastest Growing Businesses in America. As an employee-centric company, Trident believes that their most valuable asset is their workforce, and they have a dedicated team of professionals focused

on the trident of Execution, Quality and Responsiveness to their customers' missions and objectives. Trident's core capabilities are:

- Engineering Services support to both DoD and commercial customers. Trident engineers have a broad range of experience with design, development, integration, and test of large scale system of systems. Today, Trident leverages its knowledge base for customers such as MDA, the Army, United States Corps of Engineers (USACE), United States Transportation Command (USTRANSCOM), Surface Deployment and Distribution Command (SDDC), and Air Mobility Command (AMC) to solve hard problems as more systems become integrated and information driven.



- Test and Evaluation support to both DoD and Commercial customers. Trident has a broad range of experience with test planning, test execution, and data collection, reduction and analysis. They assist customers such as the Army in understanding test objectives, building execution environments, and evaluating results.
- Data Integration, Collection and Management experience in developing solutions for data collection, ingestion, harvesting, and instrumentation. These services include design methods to accommodate component, subcomponent, unit under test, and net-centric data gathering. Trident designs, implements, and operates data centers that are both fixed and mobile to support various types of events and data distribution.
- Enterprise Architecture specializations to include enterprise, solution and segment architectures; architectural analysis, product development and maintenance; business process modeling notation; business process re-engineering; concept development; strategic planning; and technical evaluations.

- Information Technology (IT) support in the functional service areas of cybersecurity, network services and computing services. Trident's cybersecurity support includes vulnerability scanning of assets and remediation, host based security system configuration and management, incident response and forensics, secure configuration management, identity and access management, network access control or comply to connect methods, and Risk Management Framework (RMF) documentation and processes for certification of Government environments. Network services include wired and wireless Local Area Networks (LANs) and Wide Area Networks (WANs), Demilitarized Zones (DMZs) and Virtual Private Networks (VPNs). Computing Services include operation, implementation and maintenance of desktop and virtual workstations, laptops, file and virtual servers, computer clusters, storage appliances and leading-edge technology devices.
- Programmatic services to include cost analysis, budget planning, scheduling, logistics, program management, and risk management. They assist customers such as AMRDEC, ARO, and AFMD.
- Range Support Services providing engineers, technicians, administrative personnel, and subject matter experts to support customer mission execution. Specialized range services include RF Engineering, data collection/ingestion, and real time analysis tool development.

Lastly, we are delighted to announce Mentor-Protégé Agreement between Raytheon and Kord Technologies.

Kord is an integrated aerospace and defense company connecting with customers and partners to create results in a fast-changing world. As a Woman Owned Small Business (WOSB), Kord provides an extensive portfolio of core capabilities in Aerospace, Cyber and Intelligence, Defense Technology, and Integrated Logistics, Training and Lifecycle solutions. Kord provides crucial support in the development of core transportation capabilities for NASA's journey to Mars on the Space Launch System. Kord develops missile, laser weapon, sensor, and autonomous technologies to address global defense challenges to include supporting MDA's GMD program with expertise in the areas of Cyber, Operations and Sustainment, and Parts, Materials and Processes. Kord plays a pivotal role in the intersection of communication systems, intelligence and cybersecurity with deep domain knowledge and technical expertise to secure systems from threats to include Risk Management Framework, DFARS Cybersecurity, developing Quantitative Risk Methodologies, and Cloud and Electronic Warfare support to the Intel community. Kord provides customers with strategic training, logistics, and integrated sustainment support worldwide. Kord, a rapidly growing diversified WOSB, will work with

MDA and Raytheon to continue building infrastructure to support continued growth to "take care of the customer, take care of the customer, and take care of each other"  
- Tom Young.



We are proud of all of our mentors and protégés and past experience has shown how successful this program can be in growing the small business industrial base for the BMDS. For information relating to the MDA Mentor Protege Program, please contact Ms. Ruth Dailey at [ruth.dailey@mda.mil](mailto:ruth.dailey@mda.mil).

**PARSONS**

**Raytheon**

**kord**  
TECHNOLOGIES

**Mb** Solutions Inc

**TRIDENT**  
TECHNOLOGIES



LEGEND		Anticipated	Draft RFP OR Final RFP	RFP Closed	Awarded	
ALL DATES NO EARLIER THAN:						
Solicitation	Contract Number	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date	Awarded
HQ0147-16-R-0006		VIPC	TBD	TBD	TBD	
HQ0147-16-R-0010		Human Resources	TBD	TBD	TBD	
HQ0147-17-R-0019		Public Affairs Support	RFI 5/2/2017	TBD	TBD	
HQ0147-17-R-0018		Protocol Support	RFI 4/18/2017	TBD	TBD	
HQ0147-18-R-0004		SBSA - Information Technology Management and Analysis	7/8/2016	10/3/2017	12/19/2017	
HQ0147-16-R-0017		F&O - Agency Advisory & Analytical Support	8/15/2016	9/30/2016	12/13/2016	
HQ0147-16-R-0005		SBSA - Cybersecurity Compliance and Risk Management	5/23/2016	8/29/2016	10/18/2016	
HQ0147-16-R-0016		SBSA - International Engineering	5/16/2016	7/21/2016	8/23/2016	
HQ0147-15-R-0055		SBSA - Business Operations	TBD	TBD	TBD	
HQ0147-15-R-0007	HQ0147-16-C-0013	SBSA - Quality and Mission Assurance	Awarded To:	a.i. solutions Inc.		12/9/2015
HQ0147-15-R-0008	HQ0147-16-C-0015	SBSA - Safety	Awarded To:	A-P-T Research Inc.		1/5/2016
HQ0147-15-R-0011	HQ0147-16-C-0030	F&O - Warfighter Integration	Awarded To:	Parsons Government Services Inc.		3/31/2016
HQ0147-15-R-0014	HQ0147-16-C-0024	SBSA - Environmental Management	Awarded To:	Mabbett & Associates Inc.		4/22/2016
HQ0147-15-R-0027	HQ0147-16-C-0034	SBSA - Test Exercise, and Wargames	Awarded To:	Millennium Engineering and Integration		4/29/2016
HQ0147-15-R-0032	HQ0147-16-C-0033	SDVOSB - Office Administration	Awarded To:	Yorktown Systems Group, Inc.		5/3/2016
HQ0147-15-R-0012	HQ0147-16-C-0036	F&O - Counterintelligence	Awarded To:	ManTech Advanced Systems International, Inc.		5/10/2016
HQ0147-15-R-0009	HQ0147-16-C-0037	F&O - Security Programs	Awarded To:	Booz Allen Hamilton		5/10/2016
HQ0147-15-R-0016	HQ0147-16-C-0038	F&O - Intelligence Program	Awarded To:	Booz Allen Hamilton		5/19/2016
HQ0147-15-R-0022	HQ0147-16-C-0040	SBSA - Cybersecurity Engineering	Awarded To:	nou Systems, Inc.		5/26/2016
HQ0147-15-R-0021	HQ0147-16-C-0041	SBSA - Logistics	Awarded To:	Venturi Inc.		6/13/2016
HQ0147-15-R-0013	HQ0147-16-C-0047	SBSA - Acquisition	Awarded To:	BCF Solutions, Inc.		6/17/2016
HQ0147-16-R-0003	HQ0147-16-C-0042	F&O - Weapons and Missile Engineering	Awarded To:	Parsons Government Services Inc.		6/30/2016
HQ0147-16-R-0014	HQ0147-16-C-0057	SDVOSB - Strategic Planning	Awarded To:	Strategic Alliance Business Group		7/7/2016
HQ0147-16-R-0004	HQ0147-16-C-0070	F&O - C3BM Engineering	Awarded To:	Parsons Government Services Inc.		8/3/2016
HQ0147-16-R-0011	HQ0147-16-C-0077	SBSA - Test Provisioning	Awarded To:	Torch Technologies		9/22/2016
HQ0147-15-R-0024	HQ0147-17-C-0007	SBSA - International Affairs	Awarded To:	Allied Associates International, Inc.		11/8/2016
HQ0147-16-R-0009	HQ0147-17-C-0028	F&O - BMD Systems Engineering (including M&S)	Awarded To:	Parsons Government Services Inc.		3/23/2017
HQ0147-17-R-0001	HQ0147-17-C-0034	F&O - Facilities Life Cycle Management	Awarded To:	Parsons Government Services Inc.		5/23/2017
HQ0147-16-R-0008	HQ0147-17-R-0055	F&O - BMDs CSM/CND	Awarded To:	Booz Allen Hamilton		8/15/2017
HQ0147-15-R-0017	HQ0147-18-C-0004	SDVOSB - Facilities, Logistics and Space Management	Awarded To:	Strategic Alliance Business Group		10/4/2017
HQ0147-16-R-0002	HQ0147-18-C-0001	SBSA - Predictive BMDs Engineering	Awarded To:	Torch Technologies		10/19/2017
HQ0147-16-R-0018	HQ0147-18-C-0003	SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	Awarded To:	Modern Technology Solutions, Inc.		10/30/2017



## CURRENT AND UPCOMING MDA REQUIREMENTS (OTHER THAN TEAMS)

<b>SOLICITATIONS ISSUED</b>					
<b>(ALL DATES NO EARLIER THAN)</b>					
<b>Solicitation</b>	<b>NAICS/ Size Standard</b>	<b>Solicitation Name</b>	<b>Draft RFP</b>	<b>Final RFP</b>	<b>Proposal Due Date</b>
HQ0147-16-R-0022	541511 / \$27.5M	SBSA - Modeling and Simulation Contract (MASC)	5/24/2017	TBD	TBD
HQ0147-15-R-0047	541511 / \$27.5M	F&O - Modeling and Simulation Contract (MASC)	4/29/2016	9/1/2017	11/1/2017
HQ0147-15-ATI-BAA	541712 / 1,250	Advanced Technology Innovation (ATI) Broad Agency Announcement (BAA) for the MDA Advanced Technology	2/26/2015	3/2/2015	OPEN
HQ0796-17-R-0001	541513 / \$27.5M	Research and Development Enterprise Collaboration Services (RECS)	11/16/2016	6/6/2017	8/4/2017
HQ0147-17-R-0002	541712 / 1,250	Modified Ballistic Re-entry Vehicles (MBRV) and Re-Entry Vehicle Separation Modules (RVSM)	11/30/2016	5/2/2017	6/30/2017

<b>Source Sought / RFIs Issued - RFPs Anticipated</b>				
<b>Solicitation</b>	<b>NAICS/ Size Standard</b>	<b>Announcement</b>	<b>RFI Issued</b>	<b>Estimated Draft RFP Date</b>
HQ0147-17-R-0015	541712 / 1,250	Type -4 (T4) Subscale Targets	5/13/2017	~9/15/2017
MDA17SNRFI01	334511 / 1,250	Homeland Defense Radar - Hawaii (HDR-H)	5/26/2017	9/29/2017
HQ0147-17-BAA-RFI_HALE	541712 / 1,250	High Altitude Long Endurance (HALE) Unmanned Aircraft	7/12/2017	TBD
MDA17DERFI04	541712 / 1,250	Hypervelocity Projectile (HVP)	7/26/2017	TBD
MDA-17-DACW-RFI-01	541712 / 1,250	Aegis BMD Weapon System Development and Deployment	9/1/2017	10/10/2017

All information valid as of 19 October 2017

# How to Get Started as a Small Business Government Contractor

How many times have I heard, “What can I do to become a small business government contractor?”

The distinction of a small business can be important, if you wish to register for government contracting. To be a small business, you must adhere to industry size standards established by the U.S. Small Business Administration (SBA). As you register as a government contractor in the System for Award Management (SAM), you will also self-certify your business as small. Most industries define a “small business”, either in terms of the average number of employees over the past 12 months, or average annual receipts over the past three years. In addition, SBA defines a U.S. small business as a concern that:

- Organized for profit
- A place of business in the US
- Operates primarily within the U.S., or makes a significant contribution to the U.S. economy through payment of taxes or use of American products, materials, or labor
- Independently owned and operated
- Is not dominant in its field on a national basis

The business may be a sole proprietorship, partnership, corporation, or any other legal form. In determining what constitutes a small business, the definition will vary to reflect industry differences, such as size standards.

Size Standards are very important because all federal agencies must use SBA size standards for contracts identified as small business. You need to select NAICS codes that best describe your business and then determine if the business meets size standards for the selected NAICS codes. Use the Size Standards Tool to find out if you qualify as a small business. Once you have determined that you are indeed a small business, you can then certify your business as small by registering as a government contractor.

Registering for Government Contracting, Federal, state and local governments offer businesses the opportunity to sell billions of dollars’ worth of products and services. Many government agencies require that some percentage of their procurements be set aside for small businesses. Once you have classified your company based on the established size standards, you are ready to begin the registration to do business with the government. Follow these easy steps to certify your business as small and obtain the registrations you need to begin bidding on government requests for information and request for proposals listed on [www.FBO.gov](http://www.FBO.gov).

## 4 Steps to Registering as a Federal Contractor & Certifying Your Business as Small

1. **Obtain a D-U-N-S Number:** You will need to obtain a Dun & Bradstreet D-U-N-S® Number. This is a unique nine-digit identification number for each physical location of your business. The assignment of a D-U-N-S Number is free for all businesses required to register with the federal government for contracts or grants.
2. **Register your Business with the System of Award Management (SAM):** You need to register your business with the federal government’s SAM, the primary database of vendors doing business with the federal government. This registration is referred to as “self-certifying” your small business. Federal Acquisitions Regulations (FAR) require all prospective vendors to be registered in SAM prior to the award of a contract, basic agreement, basic ordering agreement, or blanket purchase agreement.

Using SAM, you will be able to register your business size and socio-economic status while completing the required solicitation clauses and certification. By completing your required solicitation clauses and certifications, you certify that the information provided about your company and its business activities are correct. The certification information that you will be asked on SAM, is explained in the Federal Acquisitions Regulations, Section 52.212-3 Offeror’s Representations and Certifications - Commercial Items.

SAM is also a marketing tool for businesses. SAM allows Government agencies and contractors to search for your company based on your ability, size, location, experience, ownership, and more. SAM also informs searchers of firms certified by the SBA under the 8(a) Development and HUBZone Programs.

3. **Find the NAICS Codes for Your Company:** You may also find that you need a North American Industry Classification System (NAICS) code for administrative, contracting, and tax purposes. The code classifies the economic sector, industry, and country of your business. For Federal contracting purposes, you will need to identify in SAM all the NAICS codes (industries) applicable to your business.
4. **Obtain Past Performance Evaluations:** Businesses interested in getting on the U.S. General Services Administration (GSA) Schedule for contracts should obtain an Open Ratings, Inc, Past Performance Evaluation.

Open Ratings, a Dun & Bradstreet Company, conducts an independent audit of customer references and calculates a rating based upon a statistical analysis of various performance data and survey responses. While some GSA Schedule solicitations contain the form to request an Open Ratings Past Performance Evaluation, vendors may also submit an online request directly to Open Ratings.

- Your Standard Industrial Classification (SIC) codes
- Your Product Service codes (optional but useful)
- Your Federal Supply Classification codes (optional but useful)

Below are some of the items that you will need in order to complete the registration processes.

- Your NAICS codes
- Your Data Universal Numbering System (DUNS)
- Your Federal Tax Identification Number (TIN or EIN)

**Tina Barnhill**



## eSBIE Registration Steps

Have the following information ready:

1. 9-digit DUNS number
2. Company contact information
3. Company socioeconomic categories
4. Up to 10 VALID 2012 NAICS codes
5. Company facility clearance
6. Two points of contact

How to Register:

1. Go to [http://www.mda.mil/business/smallbus\\_programs.html](http://www.mda.mil/business/smallbus_programs.html)
2. Click on the 'OSBP Directory' button on the right side of the page
3. Click on the 'Register' button at the top of the page and enter the information you collected earlier
4. Click on the 'Submit' button and stand by while we review your application for authenticity

## Missile Defense Agency (MDA) How to do business with MDA?

- Send the MDA Office of Small Business Programs (OSBP) an email requesting a meeting or teleconference) to: [nancy.hamilton.ctr@mda.mil](mailto:nancy.hamilton.ctr@mda.mil)
- Attach your company capability statement, briefing or overview with your initial request. You will be sent a reply with several dates and times that are available on the OSBP Director's calendar and the option to choose one that will work with your schedule.
- For face-to-face meetings our office can provide access to Redstone Arsenal by way of a visitor pass. You will be provided with directions and a map to our location in Von Braun III, Bldg. 5224.
- For teleconferences our office can provide multiple call-in lines if required.
- All small business capability briefings are scheduled for one hour in duration.

# DoD is Trying to Entice Non-Traditional Contractors

The Department of Defense (DoD) is working to make acquisition more attractive to innovative, non-traditional contractors, according to a Government Accountability Office (GAO) report.

In interviewing twelve such companies, GAO learned they face challenges with government contracting, not seen in private sector deals, including: 1) a complex acquisition process; 2) time, cost, and risk associated with competing for and executing a contract; and 3) interacting with DoD's contracting workforce.

But, GAO also described actions by Congress and DoD to address the situation:

1. The fiscal years (FYs) 2016 and 2017 National Defense Authorization Acts include provisions, such as, establishing an advisory panel to study ways to streamline acquisition regulations, and mandating that DoD create a centralized capability to provide resources and expertise to oversee establishment of commercial item determinations.
2. DoD established new offices to work with non-traditional contractors, such as, Defense Innovation Unit Experimental (DIUx), which received new leadership, allocated funding, and delegated contract award authority in May 2016.

3. Military services have implemented initiatives to streamline or standardize contracting processes. For example, the Air Force now: 1) conducts early coordination between companies and contracting officials, the Defense Contract Management Agency (DCMA), and Defense Contract Audit Agency (DCAA) to help improve proposals and reduce re-writing; and 2) emphasizes training engineers who help evaluate the technical details of proposals. In addition, Army acquisition issued a memorandum requiring the service to: 1) eliminate redundant management and oversight; 2) improve accountability and transparency; and 3) improve the contracting workforce and workload. However, a June 2017 GAO report found a continued emphasis on obligating funds before they expire over efficiency and effectiveness of the Army's contracting operations.

GAO does not make recommendations in this report.

Source Articles: *Military Acquisitions: DoD Is Taking Steps to Address Challenges Faced by Certain Companies* [Source: Government Accountability Office, Publication Date: 7/20/2017]

**Jerrol Sullivan**

## National Preparedness Month

Since its inception in 2004, National Preparedness Month is observed each September in the United States of America. Sponsored by the Federal Emergency Management Agency (FEMA) within the Department of Homeland Security, National Preparedness Month encourages Americans to take steps to prepare for emergencies in their homes, businesses, schools, and communities.



An estimated 25 percent of businesses do not open again after a major disaster, according to the Institute for Business and Home Safety. The SBA recommends that you protect your small business by identifying the risk relevant to your location, both natural and man-made. Once you have made your emergency preparedness plan, keep it updated.

The SBA, also recommends, that you preserve your equipment and business records by referencing the IRS guide on protecting your information before an emergency strikes. FEMA also offers an emergency preparedness checklist and toolkit located at

<https://www.fema.gov/preparedness-checklists-toolkits>. FEMA offers a variety of preparedness checklists and toolkits that businesses can use to perform a self-assessment, with an eye toward improving preparedness. This site also provides information on external preparedness checklist and toolkits, hyperlinks to these resources, and the name of the source organization.

If a disaster hits your small business, it is important to contact FEMA, to apply for financial assistance. They can provide money for housing, along with other personal expenses including food, clothing, and medicine. The SBA and the U.S. Department of Agriculture provide low-interest loans for damaged and destroyed assets in a declared disaster. These include repair and replacement costs for real estate, personal property, machinery, equipment, inventory, and business assets.

For additional information, please see the SBA website at <https://www.sba.gov/business-guide/manage/prepare-emergencies-disaster-assistance>.

**Becky Martin**



# Meet Our Staff

**Ms. Genna Wooten**

Deputy Director, MDA



**Mr. Jerrol Sullivan**

Subcontract Manager, MDA



**Ms. Ruth Dailey**

Mentor-Protégé Manager, MDA



**Ms. Becky Martin**  
Speciality Program Manager, MDA



**Ms. Christina "Tina" Barnhill**  
Outreach Manager, MDA



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**Mr. David Crayton**

Analyst, BCF Solutions



**Ms. Nancy Hamilton**

Administrative Assistant, YorktownSystems Group



**Mr. Chad A. Rogers**

Sr. Analyst, BCF Solutions



# 2018 Calendar of Events

- **January 9-11, 2018 Surface Navy Symposium, Arlington VA**
- **January 5-12, Nunn-Perry Source Selection, Washington, DC**
- **January 29-31, National HUBZone, Chantilly, VA**
- **January 30 - February 1, National 8(a) Conference, Nashville, TN**
- **February 6-7, Gulf Coast Procurement Conference, Mobile, AL**
- **February 6-8, USNI West Conference, San Diego, CA**
- **February 21-23, Air Warfare Symposium and Technology Expo, Orlando, FL**
- **March 6, APBI HSV, Huntsville, AL**
- **March 22-23, Arkansas Aerospace Alliance, Little Rock, AR**



## OSBP Staff

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**Genna Wooten**, *Deputy Director*  
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**Becky Martin**, *eSRS Manager*  
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For additional information regarding Outreach activities at MDA, please email us at [outreach@mda.mil](mailto:outreach@mda.mil).

## Websites of Interest

**MDA Office of Small Business Programs**  
[www.mda.mil](http://www.mda.mil)

**MDA Marketplaces and Directory**  
[www.mda.mil/business/smallbus\\_programs.html](http://www.mda.mil/business/smallbus_programs.html)

**MDA Business Acquisition Center**  
[www.mda.mil/business/acquisition\\_center.html](http://www.mda.mil/business/acquisition_center.html)

**MDA SBIR/STTR Programs**  
[www.mdasbir.com](http://www.mdasbir.com)

**Fed Biz Opps**  
[www.fbo.gov](http://www.fbo.gov)

**Electronic Subcontracting Reporting System (eSRS)**  
[www.esrs.gov](http://www.esrs.gov)

**MDA Small Business Advocacy Council**  
[www.mda.mil/business/bus\\_mdasbac.html](http://www.mda.mil/business/bus_mdasbac.html)

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