



Missile Defense Agency

Office of Small Business Programs

Quarterly Newsletter | January 2019

Volume 21 - Issue 2

IN THIS ISSUE

- 2** Message from the Deputy
- 3** Class Deviation Makes Innovative Tech Awards Easier
- 4** MDA Celebrates Five New Mentor-Protégé Agreements
- 6** TEAMS Schedule
- 7** Current and Upcoming MDA Requirements
- 8** MDA Small Business Participation and Commitment Plan
- 9** What's New in MDA Small Business
- 10** BMDS System of Elements
- 11** Meet Our Staff
- 12** Outreach Calendar

NEXT ISSUE

April 2019

Approved for Public Release
18-MDA-9893 (2 Jan 19)



Message from the Director

Lee Rosenberg

I hope everyone had a wonderful holiday season and able to wind down from a very busy year. This year we welcomed back a former employee,

Laura Anderson, who we hired back from the Army. Many of you probably remember Laura when she was our Outreach Manager. Laura will be taking on more responsibilities in her higher level position and one of those responsibilities will be to function as our Mentor-Protégé Program Manager while we are in the process of hiring a new one. Sadly, we said farewell to Tina Barnhill who has done a marvelous job as the Mentor-Protégé Program Manager. Tina was hired by our advanced technology folks to work in our new Missile Defense Hypersonic activities as the acquisition manager. We wish her all the best in her new position and know she will do a great job.

For those of you who provide professional services, this year will be a very important one for you if you desire to do business with the Agency in that market space. Our TEAMS NEXT program has begun its market research for the follow-on to the TEAMS contracts currently in place. These contracts cover the entire gamut of our advisory and assistance service (A&AS) support which includes all our systems engineering and technical assistance (SETA) support, acquisition support, business and financial management support, quality and mission assurance support, safety support, security and intelligence support, administrative support and much more. We

had a successful industry day in December followed by a Request for Information (RFI) that will be published in Federal Business Opportunities. I encourage everyone who is interested to respond to the RFI.

Why is that important, you ask? To date, we have made no acquisition strategy decisions about how we will move forward with this follow-on effort. We are seeking information from small businesses both as to your capabilities to perform our needed professional services requirements as well as your ideas about how we should go about acquiring them. Your input to this RFI is critically important to the development of our acquisition strategies as we move forward. It is your opportunity to influence those decisions. Your responses to the RFI will help shape a number of decisions as we move forward. For example what can be set-aside; whether we can do a socio-economic set-aside of some sort; and what will be the appropriate North American Industrial Classification Systems (NAICS) codes to use on a given procurement to name a few.

I encourage you to respond to this RFI with the information we ask for. It's critically important to our decision making. The RFI asks for your capabilities both to do entire functional area requirements as well as your capabilities to do individual pieces of those requirements. Don't read it and think that there's no reason to respond because you can't cover all the requirements in the functional area in which you have an interest. Tell us your capabilities against all the requirements you can do.

Continued on Page 3...

Welcome to MDA Small Business Office Newest Employees



Wow - it seems like I just welcomed two new employees to the Missile Defense Agency (MDA) Office of Small Business Programs in our last Newsletter and here I am doing it again! We are so excited to be adding

great people to our team that are eager to help serve the small business community and bring new ideas into the office. I would like to take this opportunity to welcome our newest employees to the MDA Office of Small Business Programs. They are Jayne Gold and Laura Anderson.

Jayne joins our office as a Small Business Specialist and will manage the MDA Small Business Outreach Program, along with supporting other small business initiatives. Jayne comes to us from U. S. Army Aviation and Missile Command (AMCOM) Logistics Center where she was a Supervisory Logistics Management Specialist in the Aviation Directorate. Jayne has supported several Aviation and Missile Programs at AMCOM providing Logistics and Readiness support to the Warfighter. Jayne is no stranger to MDA. From 2002 to 2010 she worked in the Ground-Based Midcourse Defense Logistics Directorate as a Logistics Management Specialist. In June 2016 to June 2017 Jayne got the opportunity to complete a developmental assignment in the Office of Small Business Programs at AMCOM and U.S. Army Materiel Command. She was amazed at how well her diverse background and years working in multiple Program Management Offices at AMCOM enhanced her ability to utilize her Acquisition, Logistics and Program Management experience, immediately adding value to the small business mission. It was then that Jayne became interested in pursuing a career in Small Business. Jayne has a Bachelor of Science degree in Marketing from Alabama Agricultural and Mechanical University and a Master of Science degree in Program Management from the Naval Postgraduate School. She is Defense Acquisition Workforce Improvement Act certified Level III in Life Cycle Logistics and Program Management and member of the Department of Defense Acquisition Corps since 2009. Jayne has over 28 years as a government civilian and brings a wealth of knowledge and experience to the MDA Office of Small Business Programs. Jayne is very excited



about her new career opportunities and contributions to small business that will complement efforts to ensure small businesses are represented fairly and utilized to the maximum extent possible.



Laura is no stranger to our office. She previously worked at MDA Office of Small Business Programs as a Small Business Specialist supporting our Outreach Program from 2010 to 2016. Her prior industry portfolio includes a diversity of both large and small business opportunities. While in industry she held such positions as

Senior Contract Administrator with Davidson Technologies, Inc., Senior Subcontracts Administrator with the Computer Sciences Corporation, and Procurement Analyst with the Boeing Company just to name a few. In 2010, her passion for small business led her to MDA's Office of Small Business Programs. Her tenacity toward small business was apparent in her support to various program offices. Additionally, she served as Outreach Program Manager and liaison for the Small Business Advocacy Council. Her desire to better understand the entire Acquisition Lifecycle led her to Targets and Countermeasures where she worked as an Acquisition Manager. Still bursting with the momentum to help grow the small business industrial base she transferred to the AMCOM Office of Small Business Programs serving as Outreach Program Manager. Laura holds a Master of Science in Management - Acquisition & Contract Management from Florida Institute of Technology and a Bachelor of Science in Business Administration - Management Information Systems from the University of Alabama in Huntsville. She is Level III certified in Contracting and is a member of the Army Acquisition Corps. Laura has over 20 years of experience in Contracts and Acquisition. She is beyond excited to return to support MDA's mission and facilitate in accessing untapped small business resources.

Our office has seen tremendous change in personnel over the past few months. This change brings new opportunities and a fresh perspective on how our office communicates. I look forward to seeing how these new ideas will shape, not only our office, but MDA as a whole.

Genna Wooten

Continued from Page 1...

When you respond, don't just tell us what you can do, but also tell about your experience at doing it. Remember to include experience that is relevant to what we are seeking. For instance, if you provide engineering services, don't just tell you can do systems engineering on major weapons systems, but also give us information on what you've done in the past that demonstrates your capability to do systems engineering on aerospace or missile systems or other systems related to the Ballistic Missile Defense System (BMDS). You don't necessarily have to have specific past experience with BMDS systems or with the Agency, but you should be able to articulate the experience you have and how that is relevant to the requirements we have. For example, you may have some experience in supporting the Air Force's Intercontinental Ballistic Missile Program. While you may never have worked on BMDS programs or with the Agency before, the skills you used in the Air Force's program, may have direct applicability to the capabilities we are looking for. In this regard, you should translate those capabilities into how they relate to what we are looking for in your response to the RFI. This is critically important to us in determining just what small businesses capabilities exist that can do what we need and thus influence our decision making regarding the appropriate acquisition strategies to follow.

I know responding to RFI's is sometimes both time consuming and resource intensive. It would be easier just to wait for the Request for Proposal (RFP) to come out and then expend the resources on a proposal. This RFI, however, is your chance to help shape acquisition and contracting strategies that will cover a significant period of time into the future. Now is the time to weigh in and let us know your capabilities so we can shape small business friendly acquisitions be they set-asides of some sort or subcontracting opportunities on full and open competitions. If you wait for the RFP to come out, then you live with those decisions whether or not they are small business friendly.

Class Deviation Makes Innovative Tech Awards Easier

Defense Procurement and Acquisition Policy (DPAP) issued a class deviation January 9, 2018 on a pilot program for streamlining awards for innovative technology projects.

The memo states that contracts, subcontracts, or modifications of contracts/subcontracts worth less than \$7.5 million and awarded to a small business concern or nontraditional defense contractor are now exempt from certified cost or pricing data requirements for:

- A technical, merit-based selection procedure, such as a broad agency announcement
- The Small Business Innovation Research (SBIR) program
- The Small Business Technology Transfer (STTR) program

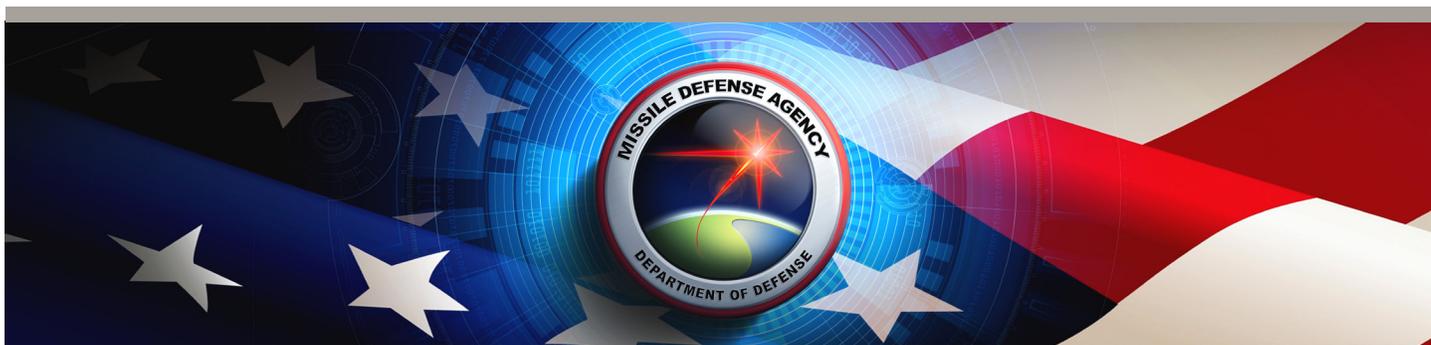
Furthermore, the contracts, subcontracts, and modifications are exempt from the requirements for audit and records examination, except for those under the STTR program.

However, the head of contracting activity (HCA) may require submission of certified cost or pricing data or audit and records examination based on a contractor's past performance, in which case an audit must begin within 18 months of contract completion.

This class deviation is effective immediately and will remain in effect until October 1, 2020 unless rescinded.

Source Articles: Class Deviation - Pilot Program for Streamlining Awards For Innovative Technology Projects [Source: Defense Procurement and Acquisition Policy, Publication Date: 1/9/2018]

Jerrol Sullivan



MDA Celebrates Five New Mentor-Protégé Agreements!

Tec-Masters, Inc. is proud to announce their Mentor-Protégé Agreement with Beshenich Muir & Associates (BMA). BMA is a Service Disabled Veteran Owned Small Business (SDVOSB) dedicated to performance excellence leveraging people, processes, technology, and the ideas that grow and mature in their team members. BMA's staff includes specialists from across the Uniform Services, the Department of Defense, and Academia with extensive analytical and technical experience. BMA currently provides support across all the Joint Capabilities Integration Development System domains for the United States Army Training and Doctrine Command (TRADOC), Fort Leavenworth and the Combined Arms Center, Army Testing and Evaluation Command (ATEC) and Aberdeen Proving Grounds, The National Guard, and many other customers. BMA employs rigorous analytical methods in support of their customers across a broad spectrum of support services. BMA provides high-end analysis to complex problem sets. They have an intimate understanding of risk management, risk mitigation, program and project management. BMA provides customers with end-to-end expert services relative to managing effort within projects and programs.



Tec-Masters, Inc. with CODE Plus, Inc.

practices to every project. Their mission is to provide a unique combination of business experience and technological expertise by leveraging qualified people with proven technologies to deliver exceptional results. That is the foundation of success in every CODEplus engagement. CODEplus has established a network of service resources designed to respond to client requirements with various levels of skills. The company's processes and procedures are CMMI Level 3 Development and ISO 9001:2008 certified. Their diverse range of customers include the U.S. Army, U.S. Navy, USACE, U.S. Marines, EPA, DoE, USDA, and U.S. Postal Service. CODE Plus offers consulting and support services to enterprise application, web development, analytics, database, cyber security, and mobile software.

Lockheed Martin is proud to announce their Mentor-Protégé Agreement with Archarithms, Inc. Archarithms, Inc. is a HUBZone certified company, Technology Solution Provider headquartered in Huntsville, Alabama specializing in Artificial Intelligence, Immersive



Tec-Masters, Inc. with Beshenich Muir & Associates (BMA)

Tec-Masters, Inc. is proud to announce their Mentor-Protégé Agreement with CODE Plus, Inc. CODEplus is an 8(a), Woman-Owned Small Business (WOSB) that provides Defense, Postal, Logistics, and Commercial enterprises with information technology, integrated logistics automation solutions, data collection, data analysis, and data management. Incorporated in 1995 and headquartered in Fairfax, VA., CODEplus comprises a team of technical and business professionals committed to ensuring client success by bringing quality and best



Lockheed Martin with Archarithms, Inc.

Technologies, Kill Vehicle and Command and Control solutions. Archarithms provides technology solutions to the Missile Defense Agency, US Army, US Navy, NASA and large prime contractors who need to: detect, track, and discriminate threat objects; task sensors; optimize the placement and utilization of resources; smoothly and seamlessly integrate legacy systems and new technologies; perform data mining and pattern recognition; and assess current resources and courses of action. Archarithms solutions produce insights, predict events and make probabilistic recommendations to: perform detailed metric comparisons, defended area analyses, visual gap analysis, and Monte Carlo simulation analysis; reduce operator workload and training requirements; and/or determine if additional resources are required.

Parsons is proud to announce the award of two new Mentor-Protégé Agreements to Parsons. Parsons will mentor Basic Engineering Concepts & Technologies, Inc. (BecTech) and BWM Outcomes, LLC (BWM) over the next three years to enhance their business infrastructures and provide engineering/technology transfer relevant to the mission of the MDA and the U.S. Department of Defense (DoD).

Parsons is an engineering and technical services firm which has built its reputation executing some of the most complex programs in the world. Parsons offers a deep bench of expertise in engineering services, to include systems design and engineering, threat systems analysis and reverse engineering, cyber operations and converged security, laser systems design and integration, advanced missile systems testing and evaluation, and unmanned aircraft systems employment, sustainment, and training. This expertise will bring value to our protégés, enhancing their business infrastructures and technical capabilities.



Parsons with BecTech

BecTech is a Woman-Owned Small Business (WOSB), established in 1997. It is a professional engineering services company with a long history of supporting Parsons and the MDA in missile defense-related programs. BecTech specializes in providing objective expertise in acquisition and systems engineering, program management, testing and evaluation, lifecycle planning and technical support

to government agencies promoting the nation's security objectives, including the U.S. Navy and the MDA. The company focuses on meeting the diverse needs of U.S. and international security customers with the highest quality of independent support. BecTech's unique combination of experienced employees and Subject Matter Experts (SMEs) provides an effective team that has been providing these types of capabilities either as a military, contractor, or civil service team for two decades.

The Parsons-BecTech Mentor-Protégé Agreement will enable BecTech to expand its systems and software engineering processes, particularly in modeling and simulation expertise. The developmental assistance will improve BecTech's ability to maintain robust business systems and processes, leading to innovation and proficiency to deliver a better and more integrated product to the warfighter.

The second new agreement is with BWM Outcomes, LLC. BWM is a woman-owned, service-disabled veteran-owned small business focused on customer mission readiness in the areas of cybersecurity, intelligence analysis, and mission support. The company provides subject matter expertise to government agencies tasked with the defense of our national security.

BWM was established in 2014 with a vision to deliver exceptional services to the DoD and Intelligence communities. Since its inception, BWM has been defending critical nodes, military assets, and government missions worldwide. The company has effectively recruited a team of qualified personnel who value creative solutions for highly technical work. BWM upholds the creed of "Being What Matters" through a simple set of operating principles that ensure its highly skilled and qualified personnel provide technical services and solutions to the customer at a consistently high level of quality and accuracy.

Enhancing its technical and business infrastructure through the Mentor-Protégé Program will assist BWM in more actively addressing cybersecurity engineering aspects of the Ballistic Missile Defense System (BMDS) system of systems architecture and Element initiatives, ultimately providing the MDA with secure and innovative capabilities in support of our warfighters.

Tina Barnhill





LEGEND						
Anticipated		Draft RFP OR Final RFP		In Source Selection		Awarded
ALL DATES NO EARLIER THAN:						
Solicitation	Contract Number	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date	Awarded
HQ0147-18-R-0027		F&O - VIPC	10/2/2018	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
HQ0147-16-R-0016	HQ0147-18-C-0023	SBSA - International Engineering	Awarded To:	PeopleTec, Inc.		8/28/2018
HQ0147-16-R-0005	HQ0147-18-C-0012	SBSA - Cybersecurity Compliance and Risk Management	Awarded To:	Decisive Analytics Corporation		1/26/2018
HQ0147-17-R-0019	HQ0147-18-C-7121	8(a) - Public Affairs Support	Awarded To:	DigitalSpec, LLC		2/14/2018
HQ0147-17-R-0017	HQ0147-18-C-0020	F&O - Agency Advisory & Analytical Support	Awarded To:	MacAulay-Brown Inc. (MacB)		4/18/2018
HQ0147-18-R-0004	HQ0796-18-C-0002	SBSA - Information Technology Management and Analysis	Awarded To:	Five Stones Research Corporation		8/8/2018
HQ0147-16-R-0055	HQ0147-16-C-0025	SBSA - Business Operations	Awarded To:	Veterans Technology		7/20/2018
HQ0147-18-R-0006	HQ0147-18-C-0038	SBSA - Human Resources	Awarded To:	LSINC Corporation		9/17/2018
HQ0147-17-R-0018	HQ0147-18-C-0041	WOSB- Protocol Support	Awarded To:	L.C. Wright, Inc.		9/20/2018

All information valid as of 7 January 2019



CURRENT AND UPCOMING MDA REQUIREMENTS (OTHER THAN TEAMS)

SOLICITATIONS ISSUED (ALL DATES NO EARLIER THAN)					
Solicitation	NAICS	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date
HQ0147-17-S-0001	541712	Advanced Technology Innovation (ATI) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology	3/1/2017	6/10/2018	OPEN
HQ0147-16-R-0022	541511	SBSA – Modeling and Simulation Contract, Truth Modeling and Element Representations (MASC-T)	5/24/2017	1/10/2018	3/14/2018
HQ0276-17-R-0003	541715	F&O Aegis Ashore Missile Defense Test Complex (AAMDTC) Operations and Support (O&S) Services		3/15/2018	5/15/2018
HQ0147-18-R-0002	541715	F&O High Power Amplifier Replacement	12/19/2017	3/23/2018	5/7/2018
HQ0147-17-R-0015	541715	Type-4 (T4) Subscale Targets	12/08/2017	8/24/2018	10/15/2018
HQ0147-18-R-0009	541715	WOSB - Advanced Research Center (ARC)	3/13/2018	9/10/2018	10/25/2018

SOURCES SOUGHT / RFI'S ISSUED - RFP'S ANTICIPATED			
Solicitation	NAICS	Announcement	RFI Issued
MDA18DERFI05	541715	BMDS Boost Phase Intercept (BPI)	5/21/2018
RFITCFUTURES080118	541715	TC Futures RFI	8/1/2018
MDA19EITRFI01	541715	Threat System Engineering – Specialized Products	12/17/18

SOLE SOURCE				
Solicitation	NAICS	Announcement	Notice Date	Award Date
HQ0276-18-R-0002	336414	Standard Missile-3 Block IB Missile Production and Integration Raytheon Missile Systems	3/20/2018	
DACW180114	336414	Aegis BMD Guided Missile, Standard Missile-3 (SM-3) Raytheon Missile Systems	3/13/2018	
HQ0147-14-C-0001	336414	Medium Range Ballistic Missile Targets Aerojet Rocketdyne Coleman Aerospace	4/30/2018	
HQ0147-18-R-006	541715	Systems Engineering and Integration Support Services	1/4/2019	

MDA Small Business Participation and Commitment Plan

While reviewing a request for proposal with a Procuring Contracting Officer and Contract Specialist, a minor discussion ensued in regards to the Small Business Participation and Commitment Plan. Specifically, the discussion focused on the questions of (1) What is the Small Business Participation and Commitment Plan, (2) Why is it implemented on Missile Defense Agency (MDA) contracts, and (3) How does it differ from the comprehensive and individual subcontracting plans? Since it is a MDA requirement that the Plan is implemented in each solicitation and subsequent contract meeting the \$700K subcontracting plan threshold, the discussion was both timely and necessary to ensure compliance and consistency with MDA's strategic approach to small business utilization.

Although the Small Business Participation and Commitment Plan is not mentioned specifically in the Federal Acquisition Regulation (FAR) or Defense Federal Acquisition Regulation Supplement (DFARS); it is based upon general policy clearly stated in FAR 19.201(a) which states, "It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. Such concerns must also have the maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance." The plan emphasizes MDA's total commitment to ensuring maximum small business participation from the prime contractor, by requiring "performance" to meet specific

small business goals (based upon contract value and subcontract dollars and percentages), and achievement of small business industrial base/innovative objectives. The plan is in addition to and/or a step beyond the comprehensive and individual subcontracting plans as it requires detailed information in regards to initiatives taken, tools developed and processes implemented to enhance small business participation on a particular contract; thereby, providing more "meaning" behind the numbers/percentages/dollars achieved. As a contract requirement, implementation of the plan is reported in accordance with the contract data requirements list, and performance of the plan is assessed semiannually and captured via the Contractor Performance Assessment Reporting System.

In closing, the MDA mission is to "Develop and deploy a layered Ballistic Missile Defense System to defend the United States, its deployed forces, allies, friends from ballistic missile attacks of all ranges and phases of flight." To achieve this complex mission, MDA's approach to maximizing small business participation can only be achieved through the use of the Small Business Participation and Commitment Plans that establish small business goals and objectives tailored specifically for each contract awarded in support the Agency's mission. This action ensures small business utilization on MDA contracts is not masked by higher-level corporate comprehensive, or individual subcontracting plans; and that contractors are positively motivated to exceed small business utilization required by routine FAR and DFARS compliant subcontracting plans.

Kelvin Carr



What's New in MDA Small Business?

Hello from the Missile Defense Agency (MDA) Office of Small Business Programs Outreach Program Manager. This is my first newsletter article as the new MDA Small Business Outreach Manager. I'm excited about meeting and working with Small Business Industry during upcoming outreach events and industry engagements during all phases of the MDA contract process over the next several months and years.

So I thought, as the new Outreach Manager, what is going to be one of the most important things for me to be effective and efficient in the Small Business Community? One answer that comes to mind is sharing with small businesses the resources available and how to access them. Our goal is to be able to answer the five Ws: Who, What, When, Where, and Why to becoming a MDA Small Business prime or subcontractor.

Guide to Contracting Opportunities

Right off the bat, I would recommend the following tips to small businesses not currently doing business with MDA or the federal government:

1. Do Your Homework.
2. Become familiar with MDA and how your company can help the Agency accomplish its mission.
3. Know what large prime contractors do for MDA and what products or services they are providing.
4. Meet with your local Procurement Technical Assistance Center (PTAC).
5. Identify your product or service by North American Industry Classification System (NAICS) Codes.
6. Register your Business - Obtain Data Universal Number System (DUNS) Number.
7. Register in the System for Award Management (SAM).

8. Determine if your business is eligible to participate in any Socio-Economic Programs.
9. Familiarize yourself with Government Contracting Processes and Procedures.
10. Identify current Procurement Opportunities within the Federal Government.
11. Explore Sub-Contracting Opportunities and joint venture/teaming opportunities.
12. Search for MDA procurement opportunities via our Acquisition Center at www.mda.mil.
13. Consider the General Services Administration (GSA) schedule program.
14. After doing your homework, make an appointment to speak with the Director of MDA Office of Small Business Programs – this is your most important step for doing business with MDA.

We have updated our Small Business outreach calendar of events for fiscal year 2019, so go to our website, www.mda.mil and click on "Calendar of Events" located under Small Business Resources to see the events where MDA Small Business representatives will be in the near future. If you cannot make a trip to our office or attend a MDA Small Business Outreach event in Huntsville, Alabama, you can meet us on the road. Go to our website: www.mda.mil to see where we will be next. If you have additional questions, feel free to contact the MDA OSBP by emailing Outreach@mda.mil.

Jayne C. Gold





Ballistic Missile Defense System (BMDS)

C2BMC Command and Control, Battle Management, and Communications

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

NMCC

USSTRATCOM

USNORTHCOM

USPACOM

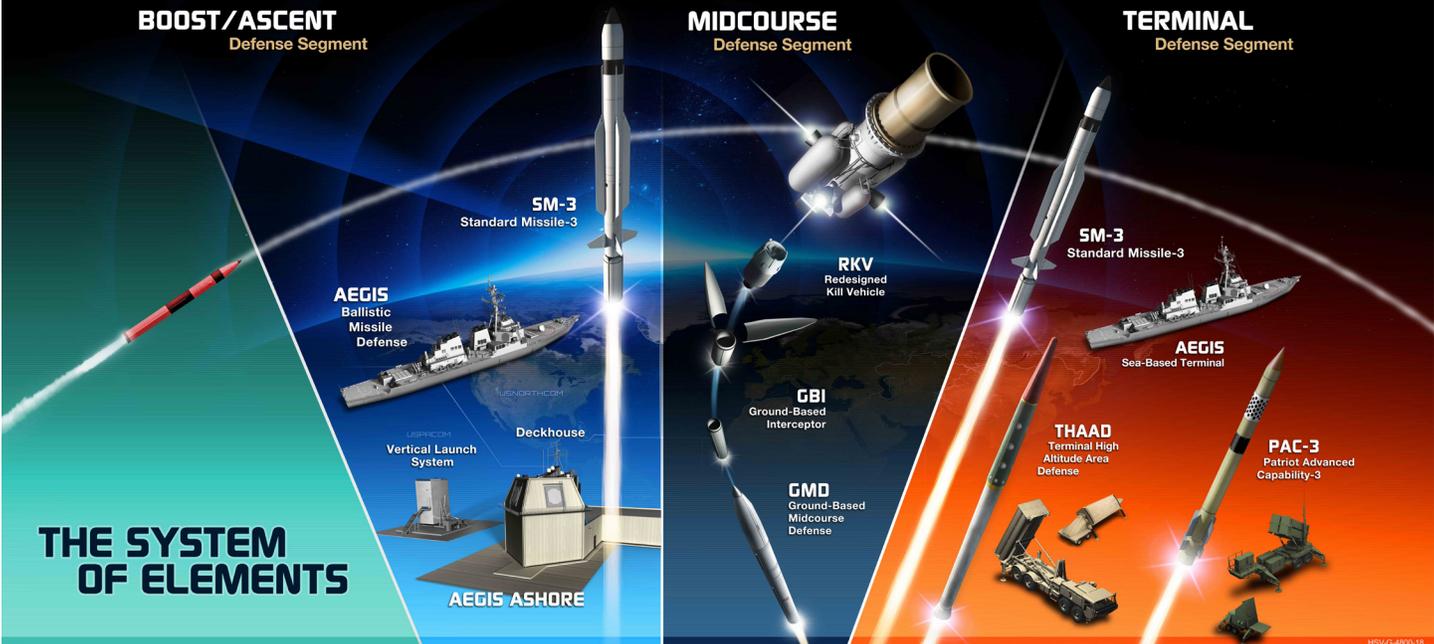
USEUCOM

USCENTCOM

BOOST/ASCENT Defense Segment

MIDCOURSE Defense Segment

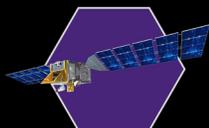
TERMINAL Defense Segment



HSV-G-4906-18

SENSORS

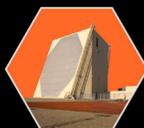
An effective layered defense incorporates a wide-range of sensors to detect and track threat missiles through all phases of their trajectory. Satellites and a family of land- and sea-based radars provide worldwide sensor coverage.



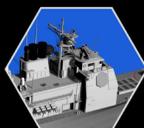
SATELLITE SURVEILLANCE



FORWARD-BASED RADAR



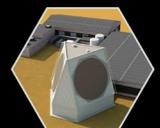
UPGRADED EARLY WARNING RADAR



AEGIS BMD SPY-1 RADAR



SEA-BASED X-BAND RADAR



HOMELAND DEFENSE RADARS

Meet Our Staff

Ms. Genna Wooten
Deputy Director



Mr. Jerrol Sullivan
Subcontract Manager



Mr. Kelvin Carr
Small Business Services Acquisition Manager



Ms. Jayne C. Gold
Outreach Manager



Ms. Laura Anderson
Mentor-Protégé Manager



Office of Small Business Staff
www.mda.mil
outreach@mda.mil
256-450-2872

Ms. Kayla Bordner
Analyst, BCF Solutions



Ms. Nancy Hamilton
Administrative Assistant, Yorktown Systems Group



Mr. Chad A. Rogers
Sr. Analyst, BCF Solutions



2019 Calendar of Events

JANUARY

- 14-18** Surface Navy Symposium,
Arlington, VA
- 23-25** GovLEAD SB HUBZone Conference,
Ft. Stewart, GA
- 30** BHAM PTAC, Birmingham, AL

FEBRUARY

- 11** TRIAD, Nashville, TN
- 11-13** National 8(a) Conference,
Nashville, TN

MARCH

- 19-21** 9th Annual B2G Conference & Expo,
Baltimore, MD
- 21-22** GovLEAD SB HUBZone Conference,
Silver Spring, MD
- 26-28** 2019 AUSA Global Force,
Huntsville, AL



OSBP Staff

- Lee Rosenberg**, *Director*
- Genna Wooten**, *Deputy Director*
- Jerrold Sullivan**, *Subcontracting Program Manager*
- Kelvin Carr**, *Small Business Services Acquisition Manager*
- Laura Anderson**, *Mentor-Protégé Manager*
- Jayne C. Gold**, *Outreach Manager*
- Nancy Hamilton**, *Sr. Administrative Assistant -
Yorktown Systems Group*
- Chad Rogers**, *Sr. Analyst - BCF Solutions*
- Kayla Bordner**, *Analyst - BCF Solutions*

OSBP Main Office Numbers

P: (256) 450-2872

F: (256) 450-2506

OSBP Main Office Mailing Address

ATTN: MDA/SB

Building 5224, Martin Road

Redstone Arsenal, AL 35898

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

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

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

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

MDA Unsolicited Proposal Guide

www.mda.mil/global/documents/pdf/MDA_Unsolicited_Proposal_Guide.pdf