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

We strive to remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting the Director’s lines of effort, while effectively advocating for use of small businesses in our procurements.

The mission of the Missile Defense Agency is to develop and deploy a layered Missile Defense System to defend the United States, its deployed forces, allies, and friends from hypersonic and ballistic missile attacks of all ranges and in all phases of flight.
Message from the

**ACTING DIRECTOR**

Jetrol Sullivan

*MDA is continuously improving* Missile Defense System (MDS) performance and reliability to address current and emerging ballistic and non-ballistic missile threats. To achieve this end, The MDA mission must continue to evolve and address other missile threats, including hypersonic glide vehicles, and the missile defense architecture must also evolve to give the Warfighter the ability to counter these threats.

The MDA Office of Small Business Programs (OSBP) must remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting the MDA mission and the Director’s lines of effort, while effectively advocating for use of small business in our procurements. To do so and effectively contribute to maintaining MDS effectiveness, we must identify businesses capable of developing software and hardware beyond those of any development activity to date. To stay ahead of the threats, MDA must continue to sustain, modernize and expand the Missile Defense System and pursue rapid development of advanced missile defense concepts and technologies for homeland and regional defense. Therefore, we are seeking large and small businesses, free of adversarial capital, that can work together to strengthen the small business industrial base and achieve the following OSBP small business objectives that have evolved along with the MDA mission:

- Increase use of qualified small businesses to enhance readiness and sustainment
- Maximum use of small businesses to improve quality of products and services; enhancing missile defense engagement capability and capacity to outpace emerging threats
- Increase SBIR/STTR technology transition to speed delivery of new capability addressing evolving missile threats

Working with businesses free of prohibited foreign investments (adversarial capital) is essential to building a safe, secure and resilient defense industrial base that MDA can rely on for missile defense.

The MDA OSBP strives to do whatever we can, within our authority, to help small business succeed in joining us in our efforts to strengthen the industrial base. Key to this effort is the OSBP’s small business objectives we pursue to deliver on the following MDA’s Lines of Effort: Build Warfighter confidence through focus on readiness and sustainment, increase engagement capability and capacity to outpace emerging threats, and increase speed of delivery of new capability to address the evolving threat.

The OSBP staff is your small business advocate within MDA, so let us know how we can help you succeed in doing business with MDA.
Outreach Program

PURPOSE

Engage the small business community to add value to MDA acquisitions by developing and maintaining a superior knowledge of the market; offer marketplace knowledge that can provide insight into solutions to mission requirements early in the market research process and throughout the acquisition cycle.

KEYS TO WORKING WITH MDA

- Let us know your capabilities by visiting our office or website at www.mda.mil and adding your profile to our directory.
- Attend our conferences for matchmaking with primes and meeting with government representatives from MDA.
- Provide quality responses to our “sources sought” notices when we issue them.

We often make important acquisitions strategy decisions based on responses to sources sought.

HOW WE HELP YOU

- Our office is your advocacy office.
- We will help you understand the Agency and where your product or services might best fit.
- We can also provide contact information for the appropriate agency or major prime contractor personnel to further market your products or services.
- We ensure that all acquisitions are reviewed for participation by small businesses.
- The key to making sure an acquisition is set-aside for small business is our ability to demonstrate there are sufficient businesses capable of performing the job we need, in a quality manner, and at a reasonable price to meet our agency’s mission.

INDIAN INCENTIVE PROGRAM

The Indian Incentive Program (IIP) is a Congressionally-sponsored program that provides a 5 percent rebate to a prime contractor on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization in accordance with DFARS Clause 252.226-7001. Through the generation of subcontracts, the IIP serves as an economic multiplier for Native American communities. Department of Defense (DoD) prime contractors with a subcontract worth $500,000 or more that contains the DFARS clause are eligible for incentive payments.

Eligibility: For Native American businesses, two requirements must be met in order to participate in the IIP:

1. 51% Native American/Alaskan/Hawaiian Ownership
   - Indian ownership of the subcontractor or supplier cannot constitute less than 51 percent of the enterprise.
   - DFARS 252.226-7001
2. Federally Recognized Tribal Enrollment
   - Native American: The subcontractor or supplier must be owned by a federally recognized tribe or a member of a federally recognized tribe.
   - Native Alaskan: The subcontractor or supplier must be owned by a “native,” “native village” or “native group” (including corporations organized by Kenai, Juneau, Sitka, and Kodiak) as defined by the Alaska Native Claims Settlement Act.
   - Native Hawaiian: The subcontractor or supplier must be owned by a recognized Native Hawaiian as defined by 25 USC 4221(9).

Information courtesy of DoD Office of Small Business Programs (OSBP)

For additional information, please visit the Indian Incentive Program webpage
https://business.defense.gov/Programs/Indian-Incentive-Program/ located under the DoD OSBP.
Support for Development, Production, Fielding and Sustainment of the BMDS

• Many subcontracting opportunities with our large system integrators.
  - For those interested in participating in this market, become familiar with the MDA Small Business Advocacy Council (SBAC). To learn more visit www.mda.mil and click on MDASBAC.

Advisory and Assistant Services (A&AS)

• TEAMS/TEAMS-Next Program
  - All A&AS services will be acquired through the TEAMS program.
  - Stay engaged in the TEAMS-Next Program by registering for beta.SAM.gov announcements.

Infrastructure Support Services

• MDA Facilities and Information Technology (IT) support

SBIR/STTR

• MDA always participates in at least one solicitation issued by DoD Small Business Innovative Research or (SBIR) and Small Business Technology Transfer (STTR) Programs.

“The MDA team is focused on designing, developing, delivering, and sustaining an advanced, fully integrated and layered missile defense system.”

Jon A. Hill
Vice Admiral, USN, Director, MDA

To achieve this focus the Agency relies on our large and small business contractors as they develop, test, integrate, and field the Missile Defense System (MDS) for MDA. This contractual relationship provides contracting opportunities in four major markets: MDS development, A&AS, Infrastructure Support Services and the Advanced Research Program.

MAKE AN APPOINTMENT:

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

Websites
www.mda.mil
https://esbie.mda.mil/
MDA encourages teaming arrangements to meet these consolidated requirements set-aside for competition among small businesses. **Set-asides require prime contractors to comply with DOD Class Deviation 2019-O0003 to Federal Acquisition Regulation (FAR) Clause 52.219-14, Limitations on Subcontracting for small businesses.** DOD contracting officers are required to use the Class Deviation instead of the existing clause at FAR 52.219-14 when issuing solicitations and awarding contracts or task or delivery orders under Far Part 19 to small business concerns.

“Similarly situated entity,” as used in this clause, means a first-tier subcontractor, including an independent contractor, that has the same small business program status as that which qualified the prime contractor for the award; and is considered small for the NAICS code the prime contractor assigned to the subcontract the subcontractor will perform.

In the case of contracts for services (except construction), a small business shall not pay more than 50 percent of the amount paid to it by the government to firms that are not similarly situated.
MDA encourages teaming arrangements to meet these consolidated requirements. Prime contractors are required to provide maximum practicable opportunities for small business concerns to participate in efficient performance of these contracts, as specified in Federal Acquisition Regulation (FAR) Clause 52.219-8.

**Please Note:** This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. **This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs**
**TEAMS-NEXT PROJECTIONS (RFP to Award)**

<table>
<thead>
<tr>
<th>Area</th>
<th>Potential Conflict Areas</th>
<th>Nature of Conflict</th>
<th>Proposed Restriction</th>
</tr>
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<tbody>
<tr>
<td>Quality and Mission Assurance</td>
<td>Safety; Program Planning and Acquisition; C3PO; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test</td>
<td>Impaired Objectivity</td>
<td>Restricted</td>
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<tr>
<td>Safety</td>
<td>Quality and Mission Assurance; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test; Facilities, Logistics and Environmental; C3PO</td>
<td>Impaired Objectivity</td>
<td>Restricted</td>
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<tr>
<td>Cybersecurity Compliance &amp; Risk Management (CCRM)</td>
<td>Information Technology and Cybersecurity Management; C3PO</td>
<td>Impaired Objectivity</td>
<td>Restricted</td>
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<tr>
<td>Business Operations</td>
<td>Program Planning and Acquisition; C3PO; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test; Facilities, Logistics and Environmental</td>
<td>Impaired Objectivity</td>
<td>Restricted</td>
</tr>
<tr>
<td>Agency, Advisory, and Analytical Support (A3)</td>
<td>MDS Engineering; Specialized Engineering Analyses; Program Planning and Acquisition; Test; C3PO</td>
<td>Impaired Objectivity</td>
<td>Restricted</td>
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<tr>
<td>Contracting Compliance Cost/Price and Operations (C3PO)</td>
<td>All A&amp;AS</td>
<td>Unequal Access</td>
<td>Exclusive</td>
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</tbody>
</table>

**RESTRICTION DEFINITIONS:** In addition to the prohibition on A&AS contractors performing R&D work for MDA, the following restrictions apply to TEAMS-Next participants.

**“Restricted” Contract** – For any TEAMS-Next Contract identified as “Restricted”, the prime and any subcontractors cannot participate on other TEAMS-Next contracts identified in the “Potential Conflict Area” column.

**“Exclusive” Contract** – For any TEAMS-Next Contract identified as “Exclusive”, the prime and any subcontractors cannot participate on any other TEAMS-Next Contract.

Approved for Public Release
19-MDA-10268 (15 Nov 19)
<table>
<thead>
<tr>
<th>Solicitation</th>
<th>Contract Number</th>
<th>Solicitation Name</th>
<th>Awarded</th>
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<tbody>
<tr>
<td>HQ0147-15-R-0007</td>
<td>HQ0147-16-C-0013</td>
<td>SBSA - Quality and Mission Assurance</td>
<td>a.i. solutions Inc.</td>
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<tr>
<td>HQ0147-15-R-0027</td>
<td>HQ0147-16-C-0034</td>
<td>SBSA - Test Exercise, and Wargames</td>
<td>Millennium Engineering and Integration</td>
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<tr>
<td>HQ0147-15-R-0009</td>
<td>HQ0147-16-C-0037</td>
<td>F&amp;O - Security Programs</td>
<td>Booz Allen Hamilton</td>
</tr>
<tr>
<td>HQ0147-15-R-0016</td>
<td>HQ0147-16-C-0038</td>
<td>F&amp;O - Intelligence Program</td>
<td>Booz Allen Hamilton</td>
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<tr>
<td>HQ0147-15-R-0021</td>
<td>HQ0147-16-C-0041</td>
<td>SBSA - Logistics</td>
<td>Venturi Inc.</td>
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<tr>
<td>HQ0147-15-R-0013</td>
<td>HQ0147-16-C-0047</td>
<td>SBSA - Acquisition</td>
<td>BCF Solutions, Inc.</td>
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<tr>
<td>HQ0147-16-R-0003</td>
<td>HQ0147-16-C-0042</td>
<td>F&amp;O - Weapons and Missile Engineering</td>
<td>Parsons Government Services Inc.</td>
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<tr>
<td>HQ0147-16-R-0014</td>
<td>HQ0147-16-C-0057</td>
<td>SDVOSB - Strategic Planning</td>
<td>Strategic Alliance Business Group</td>
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<tr>
<td>HQ0147-16-R-0004</td>
<td>HQ0147-16-C-0070</td>
<td>F&amp;O - C3BM Engineering</td>
<td>Parsons Government Services Inc.</td>
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<tr>
<td>HQ0147-16-R-0011</td>
<td>HQ0147-16-C-0077</td>
<td>SBSA - Test Provisioning</td>
<td>Torch Technologies</td>
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<tr>
<td>HQ0147-16-R-0009</td>
<td>HQ0147-17-C-0028</td>
<td>F&amp;O - BMD Systems Engineering (including M&amp;5)</td>
<td>Parsons Government Services Inc.</td>
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<tr>
<td>HQ0147-17-R-0001</td>
<td>HQ0147-17-C-0034</td>
<td>F&amp;O - Facilities Life Cycle Management</td>
<td>Parsons Government Services Inc.</td>
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<tr>
<td>HQ0147-16-R-0008</td>
<td>HQ0147-17-R-0055</td>
<td>F&amp;O - BMDS CSM/CND</td>
<td>Booz Allen Hamilton</td>
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<tr>
<td>HQ0147-16-R-0002</td>
<td>HQ0147-18-C-0001</td>
<td>SBSA - Predictive BMDS Engineering</td>
<td>Torch Technologies</td>
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<tr>
<td>HQ0147-16-R-0018</td>
<td>HQ0147-18-C-0003</td>
<td>SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)</td>
<td>Modern Technology Solutions, Inc.</td>
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<td>HQ0147-16-R-0016</td>
<td>HQ0147-18-C-0023</td>
<td>SBSA - International Engineering</td>
<td>PeopleTec, Inc.</td>
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<td>HQ0147-16-R-0005</td>
<td>HQ0147-18-C-0012</td>
<td>SBSA - Cybersecurity Compliance and Risk Management</td>
<td>Decisive Analytics Corporation</td>
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<tr>
<td>HQ0147-17-R-0019</td>
<td>HQ0147-18-C-7121</td>
<td>8(a) – Public Affairs Support</td>
<td>DigitalSpec, LLC</td>
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<tr>
<td>HQ0147-17-R-0017</td>
<td>HQ0147-18-C-0020</td>
<td>F&amp;O - Agency Advisory &amp; Analytical Support</td>
<td>MacAulay-Brown Inc. (MacB)</td>
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<tr>
<td>HQ0147-18-R-0004</td>
<td>HQ0796-18-C-0002</td>
<td>SBSA – Information Technology Management and Analysis</td>
<td>Five Stones Research Corporation</td>
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<tr>
<td>HQ0147-16-R-0055</td>
<td>HQ0147-16-C-0025</td>
<td>SBSA – Business Operations</td>
<td>Veterans Technology</td>
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<tr>
<td>HQ0147-18-R-0006</td>
<td>HQ0147-18-C-0038</td>
<td>SBSA – Human Resources</td>
<td>LSINC Corporation</td>
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<tr>
<td>HQ0147-17-R-0018</td>
<td>HQ0147-18-C-0041</td>
<td>WOSB- Protocol Support</td>
<td>L.C. Wright, Inc.</td>
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# CURRENT AND UPCOMING MDA REQUIREMENTS

(Other than TEAMS)

## REQUEST FOR PROPOSALS (RFP)

<table>
<thead>
<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Draft RFP Published</th>
<th>Response Date</th>
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<tr>
<td>HQ0858-20-R-0001</td>
<td>541611</td>
<td>TEAMS-Next Contracting, Compliance, Cost/Price and Operations (C3PO)</td>
<td>12/18/2019</td>
<td>12/27/2019</td>
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<tr>
<td>HQ014720R0001</td>
<td>541715</td>
<td>Next Generation Interceptor (NGI)*</td>
<td>11/26/2019</td>
<td>8/26/2019</td>
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</tbody>
</table>

* Companies interested in subcontractor opportunities on any potential NGI procurement should contact the following companies' points of contact (POC):

- **Northrop Grumman**
  - PO: Kevin Richardson
  - POC: Kevin richardson@ngc.com
  - 480-814-6574

- **Lockheed Martin**
  - PO: Arthur "Todd" Stevens
  - POC: Artthur.t.stevens@lmco.com
  - 256-217-6032

- **Boeing**
  - PO: John MacArthur
  - POC: John.g.macarthur@boeing.com
  - 256-772-1130

- **Raytheon**
  - PO: Raya Montakhhab
  - POC: Raya.montakhhab@raytheon.com
  - 520-665-5271

## SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

<table>
<thead>
<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Announcement</th>
<th>RFI Published</th>
<th>Response Date</th>
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<tr>
<td>MDA19GMRF102</td>
<td>541715</td>
<td>Ground-Based Midcourse Defense (GMD)</td>
<td>9/17/2019</td>
<td>10/15/2019</td>
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<tr>
<td>MDA20BCSSN01</td>
<td>541511</td>
<td>Exportable Command and Control (EC2) Architecture/System</td>
<td>12/30/2019</td>
<td>1/29/2020</td>
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<tr>
<td>MDA20DERFI02</td>
<td>541715</td>
<td>RFI M&amp;S Verification, Validation and Accreditation</td>
<td>11/21/2019</td>
<td>12/20/2019</td>
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<tr>
<td>HQ0859-20-DSC-RFI</td>
<td>541715</td>
<td>MDA DTR Instrumentation Support Contract (DISC)</td>
<td>2/10/20</td>
<td>3/3/20</td>
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</table>

## INACTIVE ON beta.SAM.gov

- **MDA19THRF01**
  - Missile Defense Agency Terminal High Altitude Area Defense Advanced Capability Development Request for Information
  - Published Date: 8/28/2019
  - Response Date: 9/9/2019

- **MDA19THRF01**
  - TC Futures RFI
  - Published Date: 5/17/2019
  - Response Date: 5/30/2019

- **19-MDA-9942**
  - Threat Hunting for Cybersecurity Assistance Team
  - Published Date: 6/17/2019
  - Response Date: 7/18/2019

## SOLE SOURCE

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<tr>
<td>HQ014719C0004P00033</td>
<td>334515</td>
<td>GMD Communications Network Modernization, In-Flight Interceptor Communications System Data Terminals Technology Upgrade, and GMD Fire Control Communication Software Build</td>
<td>12/27/2019</td>
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## BROAD AGENCY ANNOUNCEMENTS (BAA)

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<th>NAICS</th>
<th>Solicitation Name</th>
<th>Published Date</th>
<th>Response Date</th>
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</thead>
</table>

All information valid as of 09 January 2020. MDA posts requirements on beta.SAM.gov.
The Missile Defense Agency’s

LARGE PRIME CONTRACTORS

System Integrators

Mark Clem
GMD
Mark.A.Clem@Boeing.com

Rob Watson
Space Satellite Systems
Robert.Watson@NGC.com

Gina Gastelum
Propulsion
Georgina.Gastelum@Rocket.com

Thosie Varga
Thosie.Varga@L3T.com

Ludmilla Parnell
Ludmilla.Parnell@GDIT.com

Lynn Livengood
Livengood_Lynn@BAH.com

Gwen Johnson
Gwen.Johnson@Parsons.com

Jason Bryant
Jason.L.Bryant@SAIC.com

Isabel Fulda
Isabel.Fulda@MacB.com

Donna Clardy
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Donna.G.Clardy@LMCO.com

Gary Harrer
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Gary.Harrer@LMCO.com

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Kim Luker
Aegis BMD
Kim.Luker@LMCO.com

Jacobs

Gina Gastelum

Isabel Fulda

Booz | Allen | Hamilton

GENERAL DYNAMICS

PARSONS

MacB

L3HARRIS

Jacobs
The Mentor-Protégé Program was established in 1990 under section 831 of Public Law 101-510. This program was created in an effort to respond to concerns, raised by Department of Defense (DoD) prime contractors, that many Small Disadvantaged Businesses did not possess the technical capabilities to perform DoD subcontract requirements. The Mentor-Protégé Program is designed to provide incentives to major DoD contractors by:

- Furnishing technical and business assistance to small disadvantaged businesses, women-owned small businesses, service-disabled veteran-owned and controlled businesses, and qualified HUBZone small businesses
- Enhancing their capabilities to satisfy DoD and other contract and subcontract requirements
- Fostering the establishment of long-term business relationships that benefit the DoD
- Increasing protégé firms technical and business infrastructure capabilities to contract with the DoD or other Federal agencies
- Demonstrating benefits to the Warfighter through technology transfer

Current Status of the Program

- Direct reimbursement of costs and credit towards subcontracting goals may be incurred through September 30, 2021

- Be capable of imparting value to a protégé firm because of experience gained as a DoD contractor or through knowledge of general business operations and Government contracting, as demonstrated by evidence of that such entity.

Protégé’s Eligibility

A qualifying Protégé must be:

- One of the following:
  - A “nontraditional defense contractor”
  - A qualified HUBZone small business concern
  - A Woman-Owned Small Business (WOSB)
  - A Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - Socio-economically disadvantaged small business
  - A qualified organization employing the severely disabled
  - An entity currently providing goods or services in the private sector critical to enhancing the capabilities of the defense supplier base and key to fulfilling key DoD needs
  - A business owned and controlled by an Indian tribe or Native Hawaiian organization
- Eligible for award of Federal contracts
- Less than half the Small Business Administration (SBA) size standard for its primary North American Industry Classification System (NAICS) code.

Steps for Participation

1. Identify a Mentor/Protégé counterpart. (Mentor and Protégé are solely responsible for finding their counterpart.)
2. Identify Agreement type
3. Contact MilDep/ODA (reimbursable) or DCMA (credit) & (credit-hybrid) for additional requirements
4. Conduct needs assessment (recommended)
5. Develop agreement
6. Submit agreement for approval (31 Oct & 30 Apr)
7. Agreement start
8. Comply with reporting and review requirements
**Types of AGREEMENTS**

**Reimbursement Agreements**
- Identify specific C contract vehicle/contracting officer endorsement
- Highly encouraged to use HBCU/MI/SBDC/PTAC
- Direct cost reimbursement of allowable costs outlined in Appendix I, including:
  - Direct labor costs (for assistance by Mentor firm employees)
  - Assistance provided by HBCU/MI/SBDC/PTAC
  - Other costs - detailed cost breakdown
- Military Services/Other Defense Agencies may have additional requirements
- Requires Military Services/Other Defense Agencies’ Approval

**Credit Agreements**
- Requires Defense Contract Management Agency approval
- More focused on business infrastructure
- Costs incurred under Credit Agreement - May be applied (in the following multiples) towards the SDB subcontracting goal under any Federal Agency Subcontracting plan (FAR 19.703):
  - 4x for assistance provided by HBCU/MI/SB
  - 3x for labor assistance by Mentor firm employees
  - 2x other costs (for example, travel or training)

**Hybrid Agreements**
- Utilizes some credit and some reimbursement instead of exclusively one or the other - Hybrid Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement
- Process:
  - Development procedures similar to a reimbursement
  - Agreement transformed to a form contract document signed by both parties
  - Proposal can be submitted to DCMA MP Program Manager (PM) and serving DoD Component PM for consideration
  - The base year (credit) amount must be commensurate with the reimbursable amounts for Option Years 1 & 2

---

**CONTACT US**

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

Call (256) 450-2872 For More Information
http://business.defense.gov/Programs/mentor-protected-program/

---

**Criteria for Agreement**
- May not exceed 3 years
- Must have milestones
- Must have metrics
- Should show value to Mentor, Protégé, and DoD
- Estimated dollar amounts of subcontracts
- Detailed cost breakdown:
  - The total amount of reimbursed to a Mentor costs of assistance furnished to a Protégé in a fiscal year may not exceed $1M
  - The average cost of a 3-year, direct reimbursed agreement is $500,000-750,000 (for each of three years)

**Mentor’s Benefits**
- Develop long-term business relationships with SDB concerns
- Develop SDB subcontracting base
- Direct cost reimbursement and/or SDB credit
- Teaming opportunities with the Protégé to win new contracts and/or subcontracts
- Participation in the MP Program as a marketing tool
- Networking opportunities

**Protégé’s Benefits**
- Relevant technical assistance
- Participation in the MP Program as a marketing tool
- Networking opportunities
- Teaming opportunities with the Mentor to win new contracts and/or subcontracts

**DoD/MDA Benefits**
- Stimulate and transition innovative technologies into established Defense Acquisition programs
- Resolve operational challenges and other critical national security requirements
- Train and develop business acumen and capabilities of Protégés
- Provides new development and technical assistance to Protégés for potential business opportunities with DoD agencies

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- Estimated dollar amounts of subcontracts
- Detailed cost breakdown:
  - The total amount of reimbursed to a Mentor costs of assistance furnished to a Protégé in a fiscal year may not exceed $1M
  - The average cost of a 3-year, direct reimbursed agreement is $500,000-750,000 (for each of three years)

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**Protégé’s Benefits**
- Relevant technical assistance
- Participation in the MP Program as a marketing tool
- Networking opportunities
- Teaming opportunities with the Mentor to win new contracts and/or subcontracts

**DoD/MDA Benefits**
- Stimulate and transition innovative technologies into established Defense Acquisition programs
- Resolve operational challenges and other critical national security requirements
- Train and develop business acumen and capabilities of Protégés
- Provides new development and technical assistance to Protégés for potential business opportunities with DoD agencies

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**Criteria for Agreement**
- May not exceed 3 years
- Must have milestones
- Must have metrics
- Should show value to Mentor, Protégé, and DoD
- Estimated dollar amounts of subcontracts
- Detailed cost breakdown:
  - The total amount of reimbursed to a Mentor costs of assistance furnished to a Protégé in a fiscal year may not exceed $1M
  - The average cost of a 3-year, direct reimbursed agreement is $500,000-750,000 (for each of three years)

**Mentor’s Benefits**
- Develop long-term business relationships with SDB concerns
- Develop SDB subcontracting base
- Direct cost reimbursement and/or SDB credit
- Teaming opportunities with the Protégé to win new contracts and/or subcontracts
- Participation in the MP Program as a marketing tool
- Networking opportunities

**Protégé’s Benefits**
- Relevant technical assistance
- Participation in the MP Program as a marketing tool
- Networking opportunities
- Teaming opportunities with the Mentor to win new contracts and/or subcontracts

**DoD/MDA Benefits**
- Stimulate and transition innovative technologies into established Defense Acquisition programs
- Resolve operational challenges and other critical national security requirements
- Train and develop business acumen and capabilities of Protégés
- Provides new development and technical assistance to Protégés for potential business opportunities with DoD agencies

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**Types of AGREEMENTS**

**Reimbursement Agreements**
- Identify specific C contract vehicle/contracting officer endorsement
- Highly encouraged to use HBCU/MI/SBDC/PTAC
- Direct cost reimbursement of allowable costs outlined in Appendix I, including:
  - Direct labor costs (for assistance by Mentor firm employees)
  - Assistance provided by HBCU/MI/SBDC/PTAC
  - Other costs - detailed cost breakdown
- Military Services/Other Defense Agencies may have additional requirements
- Requires Military Services/Other Defense Agencies’ Approval

**Credit Agreements**
- Requires Defense Contract Management Agency approval
- More focused on business infrastructure
- Costs incurred under Credit Agreement - May be applied (in the following multiples) towards the SDB subcontracting goal under any Federal Agency Subcontracting plan (FAR 19.703):
  - 4x for assistance provided by HBCU/MI/SB
  - 3x for labor assistance by Mentor firm employees
  - 2x other costs (for example, travel or training)

**Hybrid Agreements**
- Utilizes some credit and some reimbursement instead of exclusively one or the other - Hybrid Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement
- Process:
  - Development procedures similar to a reimbursement
  - Agreement transformed to a form contract document signed by both parties
  - Proposal can be submitted to DCMA MP Program Manager (PM) and serving DoD Component PM for consideration
  - The base year (credit) amount must be commensurate with the reimbursable amounts for Option Years 1 & 2

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**CONTACT US**

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

Call (256) 450-2872 For More Information
http://business.defense.gov/Programs/mentor-protégé-program/

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ELECTRONIC SMALL BUSINESS INFORMATION EXCHANGE (eSBIE) REGISTRATION STEPS

Have the following information ready:
1. 9-digit DUNS number
2. Company contact information
3. Company socio-economic categories
4. Up to 5 valid 2017 NAICS codes (These determine marketplaces you can enter and the email notifications you will receive.)
5. Company facility clearance
6. Two points of contact

How to Register:
1. Go to https://esbie.mda.mil/
2. Click on ‘Register’ button on the top left of the page and enter the information you collected earlier.
3. View current marketplaces and select any you would like to enter for matchmaking opportunities.
4. Click on the ‘Submit’ button and stand by while we review your application for authenticity.

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>NAICS Description</th>
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<tbody>
<tr>
<td>336414</td>
<td>GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING</td>
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<tr>
<td>541715</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)</td>
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<tr>
<td>541714</td>
<td>RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIO TECHNOLOGY)</td>
</tr>
<tr>
<td>334511</td>
<td>SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING</td>
</tr>
<tr>
<td>541511</td>
<td>CUSTOM COMPUTER PROGRAMMING SERVICES</td>
</tr>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
</tr>
<tr>
<td>541720</td>
<td>RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES</td>
</tr>
<tr>
<td>811219</td>
<td>OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE</td>
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<tr>
<td>541713</td>
<td>RESEARCH AND DEVELOPMENT IN NANOTECHNOLOGY</td>
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<tr>
<td>541614</td>
<td>PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES</td>
</tr>
<tr>
<td>541611</td>
<td>ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES</td>
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<tr>
<td>541690</td>
<td>OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES</td>
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<td>541513</td>
<td>COMPUTER FACILITIES MANAGEMENT SERVICES</td>
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<td>541519</td>
<td>OTHER COMPUTER RELATED SERVICES</td>
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<tr>
<td>561612</td>
<td>SECURITY GUARDS AND PATROL SERVICES</td>
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<tr>
<td>561210</td>
<td>FACILITIES SUPPORT SERVICES</td>
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<tr>
<td>541710</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES</td>
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<tr>
<td>511210</td>
<td>SOFTWARE PUBLISHERS</td>
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</table>
TODAY’S LAYERED MISSILE DEFENSE SYSTEM

C2BMC Command and Control, Battle Management, and Communications

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

THE SYSTEM OF ELEMENTS

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

TODAY’S LAYERED MISSILE DEFENSE SYSTEM

<table>
<thead>
<tr>
<th>NMCC</th>
<th>USSTRATCOM</th>
<th>USNORTHCOM</th>
<th>USINDOPACOM</th>
<th>USEUCOM</th>
<th>USCENTCOM</th>
</tr>
</thead>
</table>

ASCENT/MIDCOURSE Defense Segment

BOOST Defense Segment

ACQUI Ship & Ashore Ballistic Missile Defense

GMD Ground-Based Interceptor

SM-3 IIA Standard Missile

SM-3 IA/IB Standard Missile

THAAD Terminal High Altitude Air Defense

SM-6 Standard Missile

PAC-3 Focus on Advanced Capability

AEGIS In-Round Defense

DISCRIMINATING RADARS

UPGRADING EARLY WARNING RADARS

SATCOM SURVEILLANCE END-2-END ARCHITECTURE

FRR FRONT-BASED RADARS

AEGIS BMD SPY RADARS
Meet Our Staff

Mr. Jerrol Sullivan  
Acting Director

Ms. Laura K. Anderson  
Specialty Programs Manager

Mr. Kelvin Carr  
Subcontracting Program Manager

Ms. Jayne C. Gold  
Outreach Program Manager

Ms. Pamela Parker  
Mentor-Protégé Manager

Ms. Cheryl Michael  
Analyst, BCF Solutions

Ms. Demika Sumbry  
Administrative Assistant, Yorktown Systems Group

Ms. Hannah Aplin  
Analyst, BCF Solutions

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Building 5224, Martin Road
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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
www.mda.mil

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

MDA SBIR/STTR Programs
www.mdasbir.com

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

FY 2020 Q2 Calendar of Events

FEBRUARY

2020 MDA Science & Technology Industry Innovation Summit, Huntsville, AL
5

National 8(a) Small Business Conference, New Orleans, LA
11 - 13

The Catalyst HUBZone Socio-Economic Companies Showcase, Huntsville, AL
19

29th Marshall Small Business Alliance Meeting, Huntsville, AL
20

MARCH

Team Redstone Advanced Planning Briefing to Industry (APBI), Huntsville, AL
2 - 4

AUSA Global Forces, Huntsville, AL
17 - 19

Birmingham PTAC Matchmaker
31
Register now for the conference at https://2020mdasbconf.eventbrite.com