MISSION

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

VISION

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

The Missile Defense Agency’s (MDA) mission is to develop and deploy a layered Missile Defense System to defend the United States, its deployed forces, allies, and friends from missile attacks in all phases of flight.

Next Issue: April 2021
Meet Our New
Small Business Director

Ms. Nancy Small, Director

Missile Defense Agency (MDA) Office of Small Business Programs (OSBP) is happy to announce our new Director, Ms. Nancy D. Small.

Ms. Small brings more than 18 years of related experience in developing, implementing and managing effective small business programs across the Federal Government to support small, small disadvantaged, woman-owned, HUBZone, and service-disabled veteran-owned businesses. She has held many positions from the tactical to the strategic level, including working for the Headquarters, Army Contracting Command (ACC), U.S. Army Materiel Command (AMC), the Secretary of the Army Small Business Office, the Surface Deployment and Distribution Command, and the Defense Commissary Agency, just to name a few.

Some of Ms. Small’s accolades include the following:

• Appointed the Associate Director of AMC Small Business Office in August 2007
• Served as the principal advisor to the AMC Commanding General, Deputy Commanding General, staff heads, and subordinate activities on all matters related to the small business programs
• Served as the senior AMC advisor to the Department of the Army Director (Small Business) on small business issues and provided oversight of a $7B program
• Credited with being the first unlimited warranted contracting officer supporting Blanchfield Army Community Hospital, United States Army Medical Command at Ft. Campbell, Kentucky
• Master’s degree in Business Administration with an emphasis in Acquisition Management from Strayer University
• Bachelor of Science degree in Speech Communication and Theater with a minor in Marketing from Tennessee State University
• Senior Executive Fellows Certificate from Executive Education at Harvard Kennedy School

Ms. Small’s motto is, “Small business is everybody’s business in support of our Warfighters and our Nation.”
Outreach Program

PURPOSE
Engage the 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.

ELECTRONIC SMALL BUSINESS INFORMATION EXCHANGE (eSBIE)
Effective October 1, 2020 the Missile Defense Agency (MDA) Office of Small Business Programs (OSBP) Electronic Small Business Information Exchange (eSBIE) was decommissioned.
We are working on a new and improved Customer Relationship Management (CRM) system expanding our outreach program to manage and communicate more effectively and efficiently with Small Businesses. All Small business information in eSBIE will be migrated to the new system when it becomes available on or about April 30, 2021.
If you have any questions, you may contact us by sending an email to outreach@mda.mil.
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 (SBIR) or 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.

CHECKLIST

For Doing Business with MDA

1. Meet with your local Procurement Technical Assistance Center (PTAC).

2. Identify your product or service by North American Industry Classification System (NAICS) Codes.

3. Confirm your small business size standards.

4. Determine if your business is eligible to participate in any Socio-Economic Program(s).

5. Obtain a Data Universal Numbering System (DUNS) number.

6. Register in the System for Award Management (SAM).

7. Become familiar with government contracting procedures.

8. Become familiar with MDA and how your company can help the Agency accomplish its mission.


10. Consider the GSA schedule program and other best-in-class contracts.

11. Explore subcontracting and joint venture/teaming opportunities.

12. Make an appointment to speak with the Office of Small Business Programs - your first and most important step for doing business with MDA.


MAKE AN APPOINTMENT:

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

About the PROGRAM

Mentor’s Eligibility
To be eligible to participate as a mentor, an entity must —
• Be eligible for the award of Federal contracts;
• Demonstrate that it—(i) is qualified to provide assistance that will contribute to the purpose of the Program; (ii) Is of good financial health and character; and (iii) Is not on a Federal list of debarred or suspended contractors;

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

BACKGROUND
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, 2024
• 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.
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 Year 1

Criteria for Agreement
• May not exceed 2 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 2-year, direct reimbursed agreement is $500,000-750,000 (for each of two 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

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

For More Information:
(256) 450-2872 | outreach@mda.mil
http://business.defense.gov/Programs/mentor-protege-program/
MENTOR-PROTÉGÉ PROGRAM UPDATES

MENTOR-PROTÉGÉ PROGRAM CURRENT STATUS

In accordance with the National Defense Authorization Act of FY2020, DoD’s Mentor-Protégé Program is active and supports new agreements through FY2024. Reimbursement of incurred costs and credit towards subcontracting goals under existing agreements is available through FY2026.

Source: Congressional Research Service
https://crsreports.congress.gov
R41722

Project Spectrum: DoD OSBP Launches Cybersecurity for Defense Industrial Base Mentor-Protégé Program (MPP) Pilot

The primary goal of the MPP Pilot Program is to enroll MPP participants and other select companies in the Manufacturing, Research and Development, and Knowledge-based service sectors to increase cybersecurity compliance and cyber incident reporting and hygiene. As members of the program, participants must abide by the following expectations:

• Sign a mutual non-disclosure agreement (NDA) and terms of use of data.
• Identify one (1) senior level representative and one (1) IT representative to the project.
• Dedicate approximately ten (10) hours per week of staff time to maintain their responsibility to the partnership.
• Agree to a 24-month collaboration.

By the conclusion of the MPP Pilot Program, participants should be able to:

• Show increased awareness of, and compliance with, NIST SP800-171.
• Demonstrate readiness for Cybersecurity Maturity Model Certification (CMMC) accreditation.
• Share best practices among the DoD small business community.
• Engage with DoD small business for valued services.

Proteges can register for the Project Spectrum Pilot Program at https://www.projectspetrum.io/#!/pilotProgram. Benefits of the program include a CMMC Cyber readiness assessment, training, mentorship, and coaching. There is no fee to participate.

More information can be found at https://www.projectspetrum.io/#!/pilotProgram
**SMALL BUSINESS ADMINISTRATION UPDATES**

**Women-Owned Small Business (WOSB) Program Changes**

On October 15, 2020, the new WOSB certification regulations became effective. These regulations terminate the ability of Women Owned Small Businesses/Economically Disadvantaged Women-Owned Small Businesses to obtain self-certification option in the Certify system (https://certify.sba.gov) for the purposes of competing on awards within the WOSB Program applicable NAICS codes. Firms now must complete the new certification process on http://beta.certify.sba.gov to compete for WOSB Program awards.

*Source: SBA Headquarters, Women-Owned Small Business Federal Contract Program*

**HUBZONE PROGRAM UPDATES**

The U.S. Small Business Administration has made some important updates to the HUBZone program, including important information regarding continuing eligibility and redesignated areas.

**COVID-19 Flexibilities**

In response to COVID-19, the HUBZone program issued flexibilities to HUBZone businesses effective March 13, 2020. Some flexibilities expired on September 30, 2020, and others were extended through March 31, 2021, as detailed below.

The following flexibilities **expired September 30, 2020**:

- Suspension of mandatory annual recertification requirement
- Flexibility related to the “Legacy” HUBZone employee rule for employees placed in unpaid status
- Flexibility related to the 35% HUBZone residency requirement for employees affected by student housing closures

The following flexibilities are being **extended through March 31, 2021**:

- Expedited certification for firms intending to bid on COVID-19-related solicitations
- Flexibility related to the principal office requirement for teleworking employees

For additional information, please see the HUBZone COVID-19 Flexibilities Fact Sheet found on https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program

*Source: www.SBA.gov*

**Government Transition from DUNS Number to New Unique Entity Identifier Extended from December 2020 to April 2022**

By April of 2022, the federal government will stop using the Data Universal Numbering System (DUNS) number to uniquely identify entities registered in the System for Award Management (SAM). At that point, entities doing business with the federal government will use a unique entity identifier (UEI) created in SAM.gov. They will no longer have to go to a third-party website to obtain their identifier. Active registrants will have their UEI assigned and viewable within SAM.gov; there is no action for registered entities to take at this time. This transition allows General Services Administration (GSA) to streamline the entity identification and validation process, making it easier and less burdensome for entities to do business with the federal government.

In October 2020, The Office of Management and Budget (OMB) directed federal agencies to finalize their transition to using the SAM-generated unique entity identifier (unique entity ID or UEI) by **April 2022**. GSA will be contracting with Dun & Bradstreet (D&B) to ensure full continuity of services—including DUNS number assignment, monitoring, and validation of entity uniqueness—during the extended transition period.

Users are not required to take any action at this time. To learn more about this transition, please visit, www.gsa.gov/entityid

*Source: www.GSA.gov*
The FCL Process

Submit a Sponsorship Package to DCSA, via National Industrial Security System (NISS)

It must include:
1. Justification (ex. DD254)
2. Written GCA or IC Authorization
3. SOW/PWS

Sponsorship Package Accepted
- Package accepted by DCSA and you receive a welcome email with your specific deadlines and instructions
- Within 5-10 days a telephonic survey is conducted to discuss your specific situation

Submit Business Documents via eFCL
- Once the complete FCL package is submitted, your assigned Industrial Security Representative (IS Rep) from your local field office will review the package. If the package is complete, the IS Rep will forward the package for additional internal reviews and notify FCB to process any Key Management Personnel (KMP) personnel security clearances that are needed

Submit KMP Clearance Documents
- Completed Electronic Questionnaire for Investigations Processing (e-QIP)
- Electronic Fingerprints
- Verification of current clearance as applicable

Facility Clearance Issued

TIP: Due to review and coordination timeframe, this may require a quick turnaround to complete e-QIPs. Search the Standard Form 86 PDF on any search engine to start collecting the information that you will need to upload into the e-QIP prior to it being released to you.

How long will the whole process take?

- It depends on the individual situation. The two main hold points in the process that add time are processing of Personnel Clearances (PCL) for Key Management Personnel (KMP) and mitigations for businesses with Foreign Ownership or Controlling Interest (FOCI). Interims are granted, when possible, to allow contractors to begin performance.

- Example: If you are a business where the KMP currently holds an active personnel clearance at the level required by the contract and have no FOCI then the process will most likely go faster. The same is likely for two cleared businesses that form a Joint Venture (JV) and require the JV to be cleared.

TIP: Please note that the biggest opportunity to expedite your Facility Clearance Process is in being prepared to provide the required information and documentation quickly at each stage of the process.

Source: www.dcsa.mil
**Tips for Small Businesses**

- Cleared contractors can process individual consultants for a PCL and NOT a FCL when the consultant and immediate family members are the sole owners and only the consultant requires access to classified information. Be aware of this when looking into subcontracting opportunities!
- DCSA Facility Clearance Branch (FCB) cannot adjust agency contract requirements that require a FCL at time of bid. If you have a concern, engage with the agency directly.
- The government funds the processing of PCLs and FCLs for access to classified information. The only cost to you to go through the process is to ensure the business is in compliance with the National Industrial Security Program Operating Manual (NISPOM).
- Leverage your business relationships and small business status to find subcontracting opportunities that will sponsor your business.

**Resources Available to you:**

- Visit www.DCSA.mil to view a detailed and very helpful handbook on the FCL process, FCL checklist, FAQs, NISPOM.
- Call the DCSA Knowledge Center at 888-282-7682 and select option #3 for all FCL‐related questions or status updates on your submission.
- Visit www.CDSE.edu for FREE training, toolkits, job aids, security shorts and more such as FSO training, FSO Toolkit, and Merger/Acquisition/Reorganizations Job Aids.

**What is a Facility Clearance (FCL)?**

A FCL is an administrative determination that, from a national security standpoint, a facility is eligible for access to classified information at the same or lower classification category as the FCL granted to the facility.

**Who Can Sponsor a Facility for a FCL?**

A government contracting activity (GCA) or a currently Cleared Defense Contractor (CDC) may sponsor an uncleared company for an FCL.

The sponsorship package should include the following:

- Justification demonstrating bona fide procurement requirement to access classified information. Most common form is DD Form 254.
- Written GCA or Intelligence Community (IC) Authorization.
- Statement of Work (SOW)/Performance Work Statement (PWS): Highly recommended that a contract or subcontract specific SOW or PWS be included.

**Considering Starting a Joint Venture (JV)?**

With new Mentor-Protégé Programs available to small businesses, more joint ventures are being considered. If you form a JV that is awarded a classified contract, the JV entity will require a FCL. This applies to all JVs, regardless if the separate entities of the JV currently hold a FCL.

There also can be confusion associated with populated and unpopulated JVs. The Facility Security Officer (FSO), the Insider Threat Program Senior Official (ITPSO), and the SMO Senior Management Official (SMO) must be employees of the organization holding the Facility Clearance. Therefore, the JV must have at least one employee who hold these positions. The SBA regulations, 13 CFR 121.103 (h) do allow a joint venture to have its own separate employees to perform administrative functions. Thus, a joint venture may be populated with employee(s) and still be considered an unpopulated joint venture so long as these employees are not performing the contracts awarded to the joint venture.

**TIP:** When forming a JV, review the security requirements of the contracts you will be bidding on and ensure FCL sponsorship and timelines are considered.
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 2020-O0008 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.

Calculation of the amount that can be subcontracted:

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.

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**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**
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.

**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 Contracts Awarded

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For the most up-to-date information on TEAMS-Next please visit [beta.SAM.gov](http://beta.SAM.gov)

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## TEAMS-Next Schedule

**v2 - 23 April 2020**

*Approved re-baseline*

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<tr>
<td>HQ0147-16-C-0033</td>
<td>SDVOSB - Office Administration</td>
<td>Yorktown Systems Group, Inc.</td>
<td>5/3/2016 5/24/2016 – 2/2/2022</td>
</tr>
<tr>
<td>HQ0147-16-C-0037</td>
<td>F&amp;O - Security Programs</td>
<td>Booz Allen Hamilton</td>
<td>5/10/2016 5/31/2016 – 4/12/2022</td>
</tr>
<tr>
<td>HQ0147-16-C-0038</td>
<td>F&amp;O - Intelligence Program</td>
<td>Booz Allen Hamilton</td>
<td>5/19/2016 5/27/2016 – 11/26/2021</td>
</tr>
<tr>
<td>HQ0147-16-C-0041</td>
<td>SBSA - Logistics</td>
<td>Venturi Inc.</td>
<td>6/13/2016 7/8/2016 – 1/19/2022</td>
</tr>
<tr>
<td>HQ0147-16-C-0047</td>
<td>SBSA - Acquisition</td>
<td>BCF Solutions, Inc.</td>
<td>6/17/2016 7/19/2016 – 3/7/2022</td>
</tr>
<tr>
<td>HQ0147-16-C-0042</td>
<td>F&amp;O - Weapons and Missile Engineering</td>
<td>Parsons Government Services Inc.</td>
<td>6/30/2016 N/A</td>
</tr>
<tr>
<td>HQ0147-16-C-0057</td>
<td>SDVOSB - Strategic Planning</td>
<td>Strategic Alliance Business Group</td>
<td>7/7/2016 7/29/2016 – 3/7/2022</td>
</tr>
<tr>
<td>HQ0147-16-C-0070</td>
<td>F&amp;O - C3BM Engineering</td>
<td>Parsons Government Services Inc.</td>
<td>8/3/2016 N/A</td>
</tr>
<tr>
<td>HQ0147-16-C-0077</td>
<td>SBSA - Test Provisioning</td>
<td>Torch Technologies</td>
<td>9/22/2016 N/A</td>
</tr>
<tr>
<td>HQ0147-17-C-0028</td>
<td>F&amp;O - BMD Systems Engineering (including M&amp;S)</td>
<td>Parsons Government Services Inc.</td>
<td>3/23/2017 N/A</td>
</tr>
<tr>
<td>HQ0147-17-C-0034</td>
<td>F&amp;O - Facilities Life Cycle Management</td>
<td>Parsons Government Services Inc.</td>
<td>5/23/2017 N/A</td>
</tr>
<tr>
<td>HQ0147-17-R-0055</td>
<td>F&amp;O - BMD'S CSM/CND</td>
<td>Booz Allen Hamilton</td>
<td>8/15/2017 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-0004</td>
<td>SDVOSB - Facilities, Logistics and Space Management</td>
<td>Strategic Alliance Business Group</td>
<td>10/4/2017 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-0001</td>
<td>SBSA - Predictive BMDS Engineering</td>
<td>Torch Technologies</td>
<td>10/19/2017 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-0003</td>
<td>SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)</td>
<td>Modern Technology Solutions, Inc.</td>
<td>10/30/2017 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-0023</td>
<td>SBSA - International Engineering</td>
<td>PeopleTec, Inc.</td>
<td>8/28/2018 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-0012</td>
<td>SBSA - Cybersecurity Compliance and Risk Management</td>
<td>Decisive Analytics Corporation</td>
<td>1/26/2018 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-7121</td>
<td>8(a) – Public Affairs Support</td>
<td>Digitalspec, LLC</td>
<td>2/14/2018 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-0020</td>
<td>F&amp;O - Agency Advisory &amp; Analytical Support</td>
<td>MacAulay-Brown Inc. (MacB)</td>
<td>4/18/2018 N/A</td>
</tr>
<tr>
<td>HQ0796-18-C-0002</td>
<td>SBSA – Information Technology Management and Analysis</td>
<td>Five Stones Research Corporation</td>
<td>8/8/2018 N/A</td>
</tr>
<tr>
<td>HQ0147-16-C-0025</td>
<td>SBSA – Business Operations</td>
<td>Veterans Technology</td>
<td>7/20/2018 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-0038</td>
<td>SBSA – Human Resources</td>
<td>LSINC Corporation</td>
<td>9/17/2018 N/A</td>
</tr>
<tr>
<td>HQ0147-18-C-0041</td>
<td>WOSB- Protocol Support</td>
<td>L.C. Wright, Inc.</td>
<td>9/20/2018 N/A</td>
</tr>
</tbody>
</table>

All information valid as of 30 September 2020
### 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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</thead>
<tbody>
<tr>
<td>HQ0858-21-R-0012</td>
<td>541715</td>
<td>TEAMS-Next Test Support</td>
<td>1/14/2021</td>
<td>1/22/2021</td>
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</tbody>
</table>

### PRESOLICITATIONS

<table>
<thead>
<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Draft RFP Published</th>
<th>Response Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQ0855-21-R-0004</td>
<td>541715</td>
<td>Directorate for Test Resources (DTR) Instrumentation Support Contract (DISC)</td>
<td>1/14/2021</td>
<td>1/25/2021</td>
</tr>
<tr>
<td>HQ0858-21-R-0010</td>
<td>541715</td>
<td>TEAMS-Next Facilities, Logistics, and Environmental (FLE)</td>
<td>12/18/2020</td>
<td>1/8/2021</td>
</tr>
<tr>
<td>HQ0858-21-R-0011</td>
<td>541611</td>
<td>TEAMS-Next MDS Administration</td>
<td>1/22/2021</td>
<td>1/29/2021</td>
</tr>
</tbody>
</table>

### 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>
</tr>
</thead>
<tbody>
<tr>
<td>CS-2019-0002</td>
<td>541715</td>
<td>MDA TEAMS Next Request for Information</td>
<td>12/23/2019</td>
<td>ongoing</td>
</tr>
</tbody>
</table>

### BROAD AGENCY ANNOUNCEMENTS (BAA)

<table>
<thead>
<tr>
<th>Solicitation</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Published Date</th>
<th>Response Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQ0852-21-S-0001</td>
<td>541715</td>
<td>Command and Control, Battle Management &amp; Communications (C2BMC) Advanced Research Opportunity (ARO) Broad Agency Announcement (BAA)</td>
<td>12/14/2020</td>
<td>12/15/2023</td>
</tr>
</tbody>
</table>

### FY21 Forecasted RFPs

<table>
<thead>
<tr>
<th>Program Office</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adv Tech</td>
<td>SBIR Phase III - Corvid Post Intercept Assessment Development</td>
</tr>
<tr>
<td>SBX</td>
<td>CLS SBX Task Order</td>
</tr>
<tr>
<td>SBX</td>
<td>RDC SBX Task Order</td>
</tr>
<tr>
<td>Aegis</td>
<td>AAMDTC Auxiliary Services Support (Option)</td>
</tr>
<tr>
<td>C2BMC</td>
<td>SWDC (Option)</td>
</tr>
<tr>
<td>C2BMC</td>
<td>Foreign Military Sales Cross Domain Solution</td>
</tr>
<tr>
<td>LRDR</td>
<td>BMDS Flight Test Support</td>
</tr>
<tr>
<td>Targets</td>
<td>Alternate Glide Body</td>
</tr>
<tr>
<td>Test</td>
<td>*Test Resources Directorate Instrumentation Support Contract</td>
</tr>
<tr>
<td>Sensors</td>
<td>RTC FY21 Test Task Order</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Program Office</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>THAAD</td>
<td>Layered Homeland Defense TMRR</td>
</tr>
<tr>
<td>THAAD</td>
<td>KSA Phase II</td>
</tr>
<tr>
<td>Adv Tech</td>
<td>SBIR Phase III - SciTec SDE II</td>
</tr>
<tr>
<td>DE</td>
<td>*Modeling and Simulation verification, validation and accreditation</td>
</tr>
<tr>
<td>DE</td>
<td>*Threat Hunting for Cybersecurity Assistance Teams</td>
</tr>
<tr>
<td>UEWR</td>
<td>Clear/Cod EWR Upgrade POP Extension</td>
</tr>
<tr>
<td>Aegis</td>
<td>SM-3 IIA Procurement</td>
</tr>
</tbody>
</table>
MDA TOP TEN NAICS CODES
OBLIGATED IN FISCAL YEAR 2020

Source: FPDS-NG, 10/1/20

<table>
<thead>
<tr>
<th>CODE</th>
<th>DESCRIPTION</th>
<th>OBLIGATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>541715</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences</td>
<td>$215,551,176.15</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
<td>$125,231,861.96</td>
</tr>
<tr>
<td>541712</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences</td>
<td>$104,639,991.59</td>
</tr>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
<td>$70,190,646.15</td>
</tr>
<tr>
<td>541513</td>
<td>Computer Facilities Management Services</td>
<td>$38,830,183.70</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
<td>$34,048,269.61</td>
</tr>
<tr>
<td>541614</td>
<td>Process, Physical Distribution and Logistics Consulting Services</td>
<td>$24,163,483.44</td>
</tr>
<tr>
<td>541511</td>
<td>Custom Computer Programming Services</td>
<td>$18,430,113.39</td>
</tr>
<tr>
<td>561612</td>
<td>Security Guards and Patrol Services</td>
<td>$11,734,831.94</td>
</tr>
<tr>
<td>541690</td>
<td>Other Scientific and Technical Consulting Services</td>
<td>$6,167,671.11</td>
</tr>
</tbody>
</table>

SMALL BUSINESS GOALS/PERFORMANCE AS OF 25 JANUARY 2021

<table>
<thead>
<tr>
<th>Category</th>
<th>Goals FY20/21</th>
<th>Performance FY20</th>
<th>Performance FY21</th>
<th>Dollars FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>5.3%</td>
<td>8.99%</td>
<td>14.71%</td>
<td>$160,564,759.38</td>
</tr>
<tr>
<td>Socio-Economic Categories</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>1.0%</td>
<td>2.15%</td>
<td>3.27%</td>
<td>$35,651,423.58</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>0.7%</td>
<td>1.42%</td>
<td>2.09%</td>
<td>$22,779,598.83</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>0.4%</td>
<td>1.27%</td>
<td>1.75%</td>
<td>$19,151,966.51</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>0.08%</td>
<td>0.41%</td>
<td>1.45%</td>
<td>$15,813,624.07</td>
</tr>
</tbody>
</table>

Note: Each goal above is calculated separately; any socio-economic small business may be included in more than one category.
Date range for this report is 10/1/2020 – 1/24/21

- Total SB Eligible Dollars: $1,091,896,318.15
- Socioeconomic goals established by MDA Office of Small Business Programs (OSBP) Director
- Small Business goal established by The Office of the Secretary of Defense (OSD) OSBP
The Missile Defense Agency's
LARGE PRIME CONTRACTORS

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MISSILE DEFENSE AGENCY
OFFICE OF SMALL BUSINESS PROGRAMS
VIRTUAL CONFERENCE

SAVE THE DATES
MAY 11-13, 2021

Please direct any questions regarding this event to sbirsttr@mda.mil

According to information available on the Federal Register, “DoD is issuing an interim rule to amend the Defense Federal Acquisition Regulation Supplement (DFARS) to implement a DoD Assessment Methodology and Cybersecurity Maturity Model Certification [CMMC] framework in order to assess contractor implementation of cybersecurity requirements and enhance the protection of unclassified information within the DoD supply chain.”

Two cybersecurity assessment methodologies addressed in DFARS Case 2019-D041 are:

- The NIST SP 800-171 DoD Assessment Methodology which includes using the Supplier Performance Risk System (SPRS) found at https://www.sprs.csd.disa.mil
- The Cybersecurity Maturity Model Certification (CMMC) Framework

According to the Federal Register, “The top five NAICS code industries expected to be impacted by this rule are as follows:

- 541712, Research and Development in the Physical, Engineering, and Life Sciences (Except Biotechnology)
- 541330, Engineering Services
- 236220, Commercial and Institutional Building Construction
- 541519, Other Computer Related Services
- 561210, Facilities Support Services

These NAICS codes were selected based on a review of NAICS codes associated with awards that include the clause at DFARS 252.204-7012.”

For more information about the two methodologies and the requirements, please visit https://www.federalregister.gov/documents/2020/09/29/2020-21123/defense-federal-acquisition-regulation-supplement-assessing-contractor-implementation-of

Information on the CMMC Framework, is also available at https://www.acq.osd.mil/cmmc/
Meet Our Staff

Ms. Nancy Small
Director

Mr. Jerrol Sullivan
Deputy Director

Ms. Laura K. Anderson
Specialty Programs Manager

Mr. Kelvin Carr
Subcontracting Program Manager

Ms. Jayne C. Gold
Advocacy and Industry Engagement Program Manager

Ms. Pam Parker
Small Business Professional/Mentor-Protégé Manager

Ms. Cheryl Michael
Acquisition Analyst, BCF Solutions

Ms. Jessica Middleton
Administrative Assistant, Offset Strategic Solutions

Ms. Toni Watkins
Acquisition Analyst, BCF Solutions

Ms. Nicole Greene
Mentor-Protégé Program Analyst, Eccalon, LLC
OSBP Staff

Nancy Small, Director
Jerrol Sullivan, Deputy Director
Kelvin Carr, Subcontracting Program Manager
Laura Anderson, Specialty Programs Manager
Pam Parker, Small Business Professional/Mentor-Protégé Manager
Jayne C. Gold, Advocacy and Industry Engagement Program Manager
Cheryl Michael, Acquisition Analyst - BCF Solutions
Toni Watkins, Acquisition Analyst - BCF Solutions
Nicole Greene, Mentor-Protégé Program Analyst, Eccalon, LLC
Jessica Middleton, Administrative Assistant - Offset Strategic Solutions

OSBP Main Office Numbers
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F: (256) 450-2506

OSBP Main Office Mailing Address
ATTN: MDA/SB
Building 5224, Martin Road
Redstone Arsenal, AL 35898

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
https://www.mda.mil/business/SBIR_STTR_programs.html

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

MDA Small Business Advocacy Council
www.mda.mil/business/bus_mdasbac.html

MDA Unsolicited Proposal Guide

JANUARY
21
25
26

South Central Federal Contracting Summit - USWCC/ASBCC/NASBC, Virtual
National 8(a) Virtual Day
East Tennessee Business Growth Conference, Virtual

FEBRUARY
TBD

MARCH
10

FY21 Team Redstone Center of Excellence Advance Planning Briefings to Industry (CE-APBI)

For the most up-to-date listing of events being attended by MDA OSBP please visit https://www.mda.mil/business/bus_calendar.html
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 to strategically, regionally, and operationally execute the global mission to systematically plan missile defense operations, to collectively see the battle, and to dynamically manage designated networked sensors and weapons systems to achieve global and regional mission objectives.

THE SYSTEM OF ELEMENTS

BOOST Defense Segment

ASCENT/MIDCOURSE Defense Segment

THE SYSTEM OF ELEMENTS

SENSORS

An effective layered defense incorporates a wide range of sensors to detect and track warheads through all phases of their trajectory. Land-based, sea-based, and space-based radars provide worldwide sensor coverage.

GMD Ground-based Interceptor

GBI Ground-based Interceptor

SM-3 IA/IB Standard Missile

THAAD Terminal High Altitude Area Defense

SM-6 Standard Missile

PAC-3 Patriot Advanced Capability

TERMINAL Defense Segment

AEHS SHIP & ASHORE Ballistic Missile Defense

AEWS Radars

AFCS IBDM TH IXV

DISCRIMINATING RADARS

UPGRADED EARLY WARNING RADARS

FORWARD-BASED RADARS

AEGIS BMD SPY RADARS

SATELLITE SURVEILLANCE IMES DDE ARCHITECTURE