

MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS



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MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

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.

IN THIS ISSUE

- 3 Meet the New Small Business Director
- 4 Outreach Program; Indian Incentive Program
- 6 Mentor-Protégé Program
- 8 Mentor-Protégé Updates
- 9 Small Business Administration Updates; Government transition from DUNS Number
- 10 Defense Counterintelligence and Security Agency Small Business Guide to the Facility Clearance Process
- 12 TEAMS-Next
- 14 TEAMS-Next Awards; TEAMS-Next Schedule
- 15 TEAMS Incumbents
- 16 Current and Upcoming MDA Requirements
- 17 Top Ten Reports
- 18 MDA Large Prime Contractors
- 19 MDA SIBR/STTR Program Conference; MDA OSBP 2021 Conference
- 20 New DFARS Interim Rule
- 21 Meet our Staff
- 22 FY21 Q1 Calendar of Events
- 23 Today's Layered Missile Defense System

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."



OFFICE OF SMALL BUSINESS PROGRAMS

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.

CONTRACTING OPPORTUNITIES



CHECKLIST

For Doing Business with MDA

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.

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.
9. Search for MDA procurement opportunities via our Acquisition Center at www.mda.mil.
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.
13. Maintain current NIST SP 800-171 Assessment.

MAKE AN APPOINTMENT:

Contact Information

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

Website

www.mda.mil



MISSILE DEFENSE AGENCY

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;

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.

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

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

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

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 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.projectspectrum.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.projectspectrum.io/#!/pilotProgram>

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.

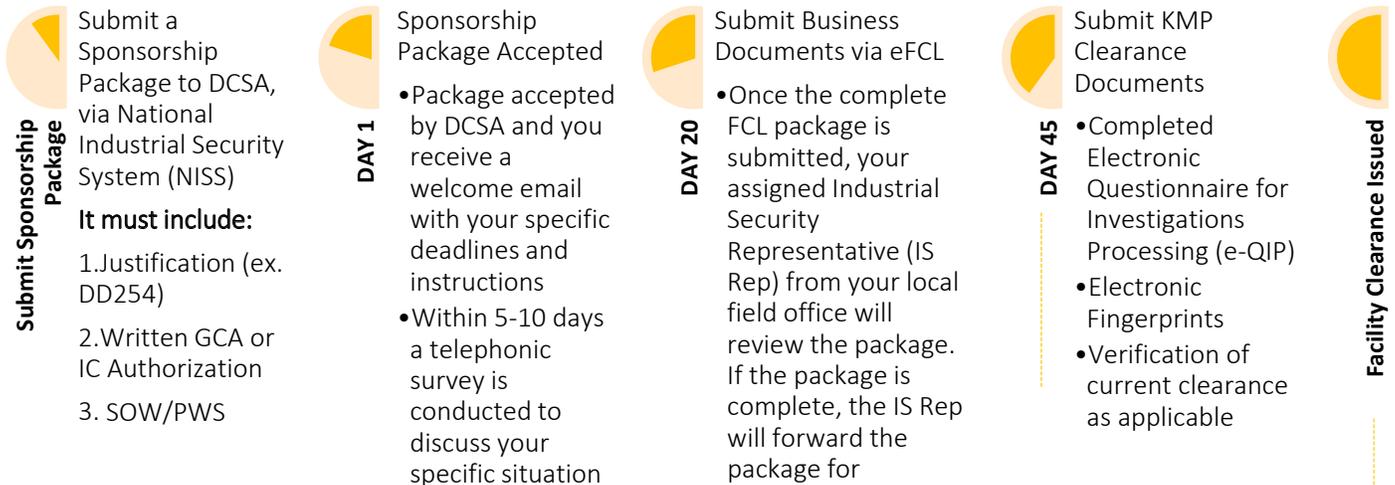
In October 2020, The Office of Management and Budget (OMB) directed federal agencies to finalize their transition to using the SAM-generated unique entity identifier (unique entity ID or UEI) **by April 2022**. GSA will be contracting with Dun & Bradstreet (D&B) to ensure full continuity of services—including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

DEFENSE COUNTERINTELLIGENCE AND SECURITY AGENCY SMALL BUSINESS GUIDE TO THE FACILITY CLEARANCE PROCESS

The FCL Process



IMPORTANT: Waiting until the last day on these timelines could potentially lead to the process being discontinued if the timelines are not met or correct documents are not provided. In those instances, the company will have to be re-sponsored and the process begins all over again so timeliness and quality are paramount.

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.

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.

TEAMS-Next

SMALL BUSINESS SET-ASIDE

Engineering Portfolio

Specialized Engineering Analyses

- Threat
- Lethality
- Flight & Ground Test Analysis/Integration
- Risk/Knowledge Points
- International Program Engineering
- Cyber Engineering

NAICS	SIZE
541715	1,250

IT/Cyber Portfolio

Cyber Compliance & Risk Management

- Cyber Controls Validation Testing
- Software IV&V
- Cyber Range OT&E
- Cyber Risk Assessment
- Cyber Training

WOSB

NAICS	SIZE
541519	\$30M

IT & Cybersecurity Management

- IT Architecture
- IT Planning
- IT Networks/Systems Services
- Information Management
- Enterprise Operations
- Integrated Communications
- Information Assurance Workforce Mgt
- Cyber Planning/Integration
- Network Defense

NAICS	SIZE
541519	\$30M

Test & Warfighter Portfolio

Warfighter

- Warfighter Integration
- Watch Officer Support

SDVOSB

NAICS	SIZE
541330	\$41.5M

Test Support

- Flight Test
- Ground Test
- Wargames & Exercises
- Test Provisioning
- Test Infrastructure Support

NAICS	SIZE
541715	1,250

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.

Professional Services Portfolio

Program Planning & Acquisition

- Acquisition Planning/Policy/Analysis
- Baseline Support
- Program Support
- Scheduling
- Strategic Planning/War Room/Executive Advisory Support
- MDA Boards
- International Affairs/Policy/Strategy

SDVOSB

NAICS	SIZE
541330	\$41.5M

Facilities, Logistics, Environmental

- Facilities Planning/Policy/Operations
- BMDS Logistics/Analysis
- Environmental Management

SDVOSB

NAICS	SIZE
541330	\$38.5M

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****

Professional Services Portfolio (cont'd)

Quality & Mission Assurance

- QA Policy/Planning/Execution
- QA Risk Management
- QA Test Support
- Corrective Action Support

NAICS	SIZE
541715	1,250

Safety

- Safety Support (at all levels)
- Safety Policy/Planning

NAICS	SIZE
541715	1,250

Agency Operations

- Financial Management
- Cost Estimating
- EVM
- Accounting
- Financial Systems Support
- Human Resources Operations
- Training/Curriculum Dev

NAICS	SIZE
541330	\$41.5M

Contracting, Compliance, Cost/ Price, and Operations (C3PO)

- Contracts Admin/Policy/Pricing
- Source Selection Advisory
- Contracting Operations
- Acquisition Operations
- Small Business Office Support

NAICS	SIZE
541611	\$16.5M

Administrative Portfolio

Administration

- Administrative Support
- Executive Support
- Staff Action Support
- Protocol

WOSB

NAICS	SIZE
541611	\$16.5M

Public Affairs 8(a) Direct Award

- Open Source Media Compilation/Analysis
- Communication Products
- Security and Policy Review

NAICS	SIZE
541611	\$16.5M

LEGEND

SB Set-Aside

F&O

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****

FULL AND OPEN COMPETITION

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

Engineering Portfolio

BMDS Engineering

- Systems Engineering/Analysis (all levels)
- Modeling and Simulation (all levels)
- Element/Component Design, Dev, Integration
- Architecture
- Requirements Generation
- C3BM
- Directed Energy
- Risk Management

NAICS	SIZE
541715	1,250

Advisory, Agency, Analytical Support (A3)

- On-demand executive-level advisory support

NAICS	SIZE
541330	\$41.5M

Intelligence

- Intelligence Operations
- Counter-Insider Threat

NAICS	SIZE
541690	\$16.5M

Security/Counterintelligence

- Counterintelligence
- Security Program Execution
- Information Security
- Special & Personnel Security
- Declassification

NAICS	SIZE
541690	\$16.5M

Professional Services Portfolio

Facilities Life-cycle Mgt

- Infrastructure Planning/Policy
- Asset Management
- Facilities Design/Acquisition/Construction Support
- Site Activation/Deployment

NAICS	SIZE
541330	\$41.5M



TECHNICAL, ENGINEERING, ADVISORY & MANAGEMENT SUPPORT

Contract Number	Solicitation Name	Awarded		Extended Period of Performance
HQ0147-16-C-0013	SBSA - Quality and Mission Assurance	a.i. solutions Inc.	12/9/2015	N/A
HQ0147-16-C-0015	SBSA - Safety	A-P-T Research Inc.	1/5/2016	N/A
HQ0147-16-C-0030	F&O - Warfighter Integration	Parsons Government Services Inc.	3/31/2016	6/16/2016 – 8/15/2021
HQ0147-16-C-0024	SBSA - Environmental Management	Mabbett & Associates Inc.	4/22/2016	6/8/2016 – 1/19/2022
HQ0147-16-C-0034	SBSA - Test Exercise, and Wargames	Millennium Engineering and Integration	4/29/2016	6/22/2016 – 10/21/2021
HQ0147-16-C-0033	SDVOSB - Office Administration	Yorktown Systems Group, Inc.	5/3/2016	5/24/2016 – 2/2/2022
HQ0147-16-C-0036	F&O - Counterintelligence	ManTech Advanced Systems International, Inc.	5/10/2016	6/22/2016 – 4/12/2022
HQ0147-16-C-0037	F&O - Security Programs	Booz Allen Hamilton	5/10/2016	5/31/2016 – 4/12/2022
HQ0147-16-C-0038	F&O - Intelligence Program	Booz Allen Hamilton	5/19/2016	5/27/2016 – 11/26/2021
HQ0147-16-C-0040	SBSA - Cybersecurity Engineering	nou Systems, Inc.	5/26/2016	6/8/2016 – 6/17/2022
HQ0147-16-C-0041	SBSA - Logistics	Venturi Inc.	6/13/2016	7/8/2016 – 1/19/2022
HQ0147-16-C-0047	SBSA - Acquisition	BCF Solutions, Inc.	6/17/2016	7/19/2016 – 3/7/2022
HQ0147-16-C-0042	F&O - Weapons and Missile Engineering	Parsons Government Services Inc.	6/30/2016	N/A
HQ0147-16-C-0057	SDVOSB - Strategic Planning	Strategic Alliance Business Group	7/7/2016	7/29/2016 – 3/7/2022
HQ0147-16-C-0070	F&O - C3BM Engineering	Parsons Government Services Inc.	8/3/2016	N/A
HQ0147-16-C-0077	SBSA - Test Provisioning	Torch Technologies	9/22/2016	N/A
HQ0147-17-C-0007	SBSA - International Affairs	Allied Associates International, Inc.	11/8/2016	12/15/2016 – 3/7/2022
HQ0147-17-C-0028	F&O - BMD Systems Engineering (including M&S)	Parsons Government Services Inc.	3/23/2017	N/A
HQ0147-17-C-0034	F&O - Facilities Life Cycle Management	Parsons Government Services Inc.	5/23/2017	N/A
HQ0147-17-R-0055	F&O - BMDS CSM/CND	Booz Allen Hamilton	8/15/2017	N/A
HQ0147-18-C-0004	SDVOSB - Facilities, Logistics and Space Management	Strategic Alliance Business Group	10/4/2017	N/A
HQ0147-18-C-0001	SBSA - Predictive BMDS Engineering	Torch Technologies	10/19/2017	N/A
HQ0147-18-C-0003	SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	Modern Technology Solutions, Inc.	10/30/2017	N/A
HQ0147-18-C-0023	SBSA - International Engineering	PeopleTec, Inc.	8/28/2018	N/A
HQ0147-18-C-0012	SBSA - Cybersecurity Compliance and Risk Management	Decisive Analytics Corporation	1/26/2018	N/A
HQ0147-18-C-7121	8(a) – Public Affairs Support	Digitalspec, LLC	2/14/2018	N/A
HQ0147-18-C-0020	F&O - Agency Advisory & Analytical Support	MacAulay-Brown Inc. (MacB)	4/18/2018	N/A
HQ0796-18-C-0002	SBSA – Information Technology Management and Analysis	Five Stones Research Corporation	8/8/2018	N/A
HQ0147-16-C-0025	SBSA – Business Operations	Veterans Technology	7/20/2018	N/A
HQ0147-18-C-0038	SBSA – Human Resources	LSINC Corporation	9/17/2018	N/A
HQ0147-18-C-0041	WOSB- Protocol Support	L.C. Wright, Inc.	9/20/2018	N/A

CURRENT AND UPCOMING MDA REQUIREMENTS



REQUEST FOR PROPOSALS (RFP)

Notice ID	NAICS	Solicitation Name	Draft RFP Published	Response Date
HQ0858-21-R-0012	541715	TEAMS-Next Test Support	1/14/2021	1/22/2021

PRESOLICITATIONS

Notice ID	NAICS	Solicitation Name	Draft RFP Published	Response Date
HQ0855-21-R-0004	541715	Directorate for Test Resources (DTR) Instrumentation Support Contract (DISC)	1/14/2021	1/25/2021
HQ0854-20-DV-SSN-01	54171	Hypersonic Defense Regional Glide Phase Weapon System	1/1/2021	2/23/2021
HQ0858-21R-0010	541715	TEAMS-Next Facilities, Logistics, and Environmental (FLE)	12/18/2020	1/8/2021
HQ0858-21-R-0011	541611	TEAMS-Next MDS Administration	1/22/2021	1/29/2021

SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

Notice ID	NAICS	Announcement	RFI Published	Response Date
CS-2019-0002	541715	MDA TEAMS Next Request for Information	12/23/2019	ongoing
MDA21CARFI01	541715	Missile Defense Architecture - Request for Information	11/4/2020	2/15/2021

BROAD AGENCY ANNOUNCEMENTS (BAA)

Solicitation	NAICS	Solicitation Name	Published Date	Response Date
HQ0147-19-S-0001	541715	Missile Defense Science and Technology Advanced Research (MSTAR) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology	11/25/2019	4/2/2021
HQ0147-19-S-0002	541715	Advanced Technology Innovation Broad Agency Announcement (BAA) for the Missile Defense Agency Advanced Technology	11/25/2019	4/1/2021
HQ0852-21-S-0001	541715	Command and Control, Battle Management & Communications (C2BMC) Advanced Research Opportunity (ARO) Broad Agency Announcement (BAA)	12/14/2020	12/15/2023

Items in italics are new since the previous newsletter (October 2020)

FY21 Forecasted RFPs

Program Office	Description	Program Office	Description
1QFY21		3QFY21	
Adv Tech	SBIR Phase III - Corvid Post Intercept Assessment Development	THAAD	Layered Homeland Defense TMRR
SBX	CLS SBX Task Order	THAAD	KSA Phase II
SBX	RDC SBX Task Order	4QFY21	
2QFY21		Aegis	AAMDTC O&S Services (Option)
Aegis	AAMDTC Auxiliary Services Support (Option)	Adv Tech	SBIR Phase III - SciTec SDE II
C2BMC	SWDC (Option)	DE	*Modeling and Simulation verification, validation and accreditation
C2BMC	Foreign Military Sales Cross Domain Solution	DE	*Threat Hunting for Cybersecurity Assistance Teams
LRDR	BMDs Flight Test Support	UEWR	Clear/Cod EWR Upgrade POP Extension
Targets	Alternate Glide Body	1QFY22	
Test	*Test Resources Directorate Instrumentation Support Contract	Aegis	SM-3 IIA Procurement
Sensors	RTC FY21 Test Task Order		

**Source Selection*

MDA TOP TEN NAICS CODES OBLIGATED IN FISCAL YEAR 2020

Source: FPDS-NG, 10/1/20

MDA Top Small Business NAICS Codes

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

SMALL BUSINESS GOALS/PERFORMANCE AS OF 25 JANUARY 2021

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

- 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**

System Integrators



Terence Stanton
GMD
Terence.Stanton@Boeing.com

Toni Hall
Toni.B.Hall@Boeing.com

NORTHROP GRUMMAN

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Space Satellite Systems
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Cristian Zuluaga
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LOCKHEED MARTIN

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Kathy DeWeese
KDeWeese@AlionScience.com

Booz | Allen | Hamilton

Small Business Compliance
SmallBusinessCompliance@BAH.com



Jason Bryant
Jason.L.Bryant@SAIC.com



MISSILE DEFENSE AGENCY
OFFICE OF SMALL BUSINESS PROGRAMS
VIRTUAL CONFERENCE

SAVE THE DATES
MAY 11-13, 2021

HSV-G-3883-20

The background features a stylized American flag on the left, a globe in the center, and a rocket launch on the right. A circular logo for the Missile Defense Agency Small Business Programs is positioned at the top center.



MISSILE DEFENSE AGENCY
SBIR/STTR PROGRAM CONFERENCE

APRIL 28-29, 2021
LOCATION: TBD

INNOVATORS OF MISSILE DEFENSE:
SEA, LAND, AIR, AND SPACE

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

The background is a dark blue field with a futuristic, glowing blue circular pattern. A circular logo for the Missile Defense Agency Advanced Technology is centered at the bottom.

NEW DFARS INTERIM RULE EFFECTIVE NOVEMBER 30, 2020

UPDATES AND EXPANDS CYBERSECURITY REQUIREMENTS FOR DOD CONTRACTORS

Defense Federal Acquisition Regulation Supplement: Assessing Contract Implementation of Cybersecurity Requirements (DFARS Case 2019-D41) has been issued with an effective date of November 30, 2020.

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*

Jerrold 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

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 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

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

FY 2021 Q2 Calendar of Events

JANUARY

- 21 South Central Federal Contracting Summit
-USWCC/ASBCC/NASBC, Virtual
- 25 National 8(a) Virtual Day
- 26 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 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 weapons systems to achieve global and regional mission objectives.

NMCC USSTRATCOM USNORTHCOM USINDOPACOM USEUCOM USCENTCOM



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
BMDS OPIR ARCHITECTURE



UPGRADED EARLY
WARNING RADARS



FORWARD-BASED
RADARS



AEGIS BMD
SPY RADARS



DISCRIMINATING
RADARS

