We 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 MDA’s foundations for missile defense, while effectively advocating for use of small businesses in our procurements.

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.
Mr. Jerrol Sullivan, Acting Director

January is the beginning of a new calendar year, and as we so often do, we make New Year’s resolutions. I have a few resolution suggestions to help you prepare for Fiscal Year (FY) 2022.

First, I would encourage you to look at the Missile Defense Agency FY 2022 Budget Estimates Overview which can be found on www.mda.mil. This document can help you understand MDA’s focus for the fiscal year. This document provides insight into the MDA proposed spending and highlights the major Program Elements.

Second, I encourage you to look at FY 2022 request for proposal projections provided on page 7 of this newsletter and the TEAMS-NEXT acquisition schedule on page 11 to help you plan and develop a business strategy applicable to requirements aligned with your core competencies.

And lastly, I hope you will resolve to attend the MDA Small Business Virtual Conference scheduled for May 10-12, 2022 to receive information that can help to help identify potential opportunities for participation in MDA acquisition.

As we start a new calendar year, the MDA Office of Small Business Programs is resolved to remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting MDA’s foundations for missile defense, while effectively advocating for use of small businesses in our procurements.

Wishing you a safe, prosperous, and happy new year!
The Department of Defense (DoD) has released the “Cybersecurity Maturity Model Certification (CMMC) 2.0” – the updated version of the Department’s effort to enhance cybersecurity practices of its federal contractors.

Changes in CMMC 2.0, specifically laid out by DoD to “reduce the burden for small businesses by: streamlining requirements at all levels, eliminating CMMC-unique practices and maturity processes; allowing companies associated with the new Level 1 (Foundational) and some Level 2 (Advanced) acquisition programs that do not involve information critical to national security to perform self-assessments rather than third-party assessments; and providing additional flexibility through the allowance of plan of actions and milestones (POA&Ms) and a waiver process.”

Source: DOD spokeswoman, Jessica Maxwell, Inside Cybersecurity 11/10/21

The new guidance just released in reference to the Cybersecurity Maturity Model Certification (CMMC) can be found at https://www.acq.osd.mil/cmmc/

In addition to the above web site, the DoD has developed Project Spectrum https://www.projectspcetrum.io/ to help defense industrial base companies assess their cyber readiness and begin adopting sound cybersecurity practices.

INDUSTRY INNOVATION SUMMIT
A Two-Part event in a 'CLASSIFIED, US ONLY environment

Location:
Redstone Arsenal, Huntsville Alabama

Dates:
Part I: April 2022
Part II: One on Ones - TBD

Registration:
Information will be released on www.sam.gov.
MDA CYBER ASSISTANCE TEAM

DEFEATING CYBERSECURITY THREATS THROUGH DIB PARTNERSHIPS

What is MDA’s Cyber Assistance Team (CAT)?
A partnership between MDA and its Defense Industrial Base (DIB) to defeat global cybersecurity threats through threat-based, holistic cybersecurity reviews and the development of tailored mitigation strategies.
• Provide tailored threat reviews and mitigations of individual DIB partners
• Review the cybersecurity posture of MDA DIB partners’ networks and IT infrastructure
• Leverage public data and Intelligence Community data to characterize cyber tactics, techniques, and procedures (TTPs) facing industry and BMDS related networks/systems
• Improve protection of Controlled Unclassified Information across MDA operational and DIB networks/systems

Why Participate in MDA CAT Assistance Visit?
Participation is beneficial to your company and MDA.
• Provides DIB partners insight into vulnerabilities associated with their networks/systems with recommendations for mitigation
• Identifies cyber threats to your business’ proprietary information and/or personnel
• Helps meet compliance with DFARS 252.204-7012 and NIST standards
• DIB data will remain private (no attribution) and will be protected via secure transmission and storage techniques
• It’s FREE and there is no retribution or attributions for observations or findings!

Be part of the solution:
Help MDA combat loss and theft of Controlled Unclassified Information and your Intellectual Property. Cybersecurity threats pose an immense, expanding threat to national security and to your bottom line. Help us identify and thwart the cyber adversaries. CAT cybersecurity partnerships are enduring and make a difference!

How to participate:
Contact the Cyber Assistance Team at MDACyberAssistanceTeam@mda.mil or at (256) 450-1003.
## 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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<tbody>
<tr>
<td>21-MDA-10942</td>
<td>541715</td>
<td>Ground-Based Midcourse Defense (GMD) Weapon System (GWS) HQ085621R0002</td>
<td>10/29/2021</td>
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## PRESOLICITATIONS

<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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<tbody>
<tr>
<td>HQ085822R0002</td>
<td>541330</td>
<td>DRAFT: TEAMS-Next Information Technology and Cybersecurity Management (IT/CM)</td>
<td>12/7/21</td>
<td>1/14/2022</td>
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</table>

## BROAD AGENCY ANNOUNCEMENTS (BAA)

<table>
<thead>
<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Published Date</th>
<th>Response Date</th>
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<tbody>
<tr>
<td>HQ0860-21-S-0001</td>
<td>541715</td>
<td>Missile Defense Agency (MDA) Innovation, Science &amp; Technology (IS&amp;T) Broad Agency Announcement (BAA) - FAR and None-FAR Solutions</td>
<td>3/30/2021</td>
<td>4/2/2023</td>
</tr>
<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>5/15/2023</td>
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<tr>
<td>HQ0851-21-S-0001</td>
<td>541715</td>
<td>Enhanced Hypersonic Defense with Glide Phase Interceptor Special Topic</td>
<td>5/19/2021</td>
<td>4/11/2024</td>
</tr>
</tbody>
</table>

Please check Sam.gov and GSA eBuy for new opportunities and updates.
# FY2022 PROJECTED REQUESTS FOR PROPOSALS

<table>
<thead>
<tr>
<th>Program Office</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Oct – Dec 2021</strong></td>
<td></td>
</tr>
<tr>
<td>GM</td>
<td>GMD Weapon System (GWS)</td>
</tr>
<tr>
<td>GM</td>
<td>GMD Systems Integration, Test, and Readiness (SITR)</td>
</tr>
<tr>
<td>CS</td>
<td>TEAMS-Next Administration <em>(page 14)</em></td>
</tr>
<tr>
<td>CS</td>
<td>TEAMS-Next Specialized Engineering Analyses <em>(page 13)</em></td>
</tr>
<tr>
<td>CS</td>
<td>TEAMS-Next IT &amp; Cybersecurity Management <em>(page 13)</em></td>
</tr>
<tr>
<td>CS</td>
<td>Agency Source Selection Tool</td>
</tr>
<tr>
<td>BC</td>
<td>Advanced Research Opportunity (ARO) Broad Agency Announcement (BAA) - Blue Halo</td>
</tr>
<tr>
<td>BC</td>
<td>Space Data Exploitation (SDE) SBIR Phase III</td>
</tr>
<tr>
<td>BC</td>
<td>Foreign Military Sales (FMS) Cross Domain Solution (Multi-Award IDIQ)</td>
</tr>
<tr>
<td><strong>Jan – Mar 2022</strong></td>
<td></td>
</tr>
<tr>
<td>CS</td>
<td>TEAMS-Next Public Affairs (non-competitive 8(a)) <em>(page 14)</em></td>
</tr>
<tr>
<td>DE</td>
<td>MDA Cyber Threat Hunting</td>
</tr>
<tr>
<td><strong>Apr – Jun 2022</strong></td>
<td></td>
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<tr>
<td>CS</td>
<td>TEAMS-Next Cyber Compliance &amp; Risk Management <em>(page 13)</em></td>
</tr>
<tr>
<td>CS</td>
<td>TEAMS-Next Agency Advisory &amp; Analytical Support <em>(page 14)</em></td>
</tr>
<tr>
<td><strong>Jul – Sep 2022</strong></td>
<td></td>
</tr>
<tr>
<td>CS</td>
<td>TEAMS-Next Agency Operations <em>(page 14)</em></td>
</tr>
<tr>
<td>IS</td>
<td>MDA Wireless Services (RFP will be released through the DoD mandatory Navy Spiral 3 Wireless contract)</td>
</tr>
</tbody>
</table>

*As of 23 Sep 2021*
<table>
<thead>
<tr>
<th>Contract Number</th>
<th>Solicitation Name</th>
<th>Awarded</th>
<th>Extended Period of Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQ0147-16-C-0024</td>
<td>SBSA - Environmental Management</td>
<td>Mabbett &amp; Associates Inc.</td>
<td>4/22/2016 – 1/19/2022</td>
</tr>
<tr>
<td>HQ0147-16-C-0033</td>
<td>SDVOSB - Office Administration</td>
<td>Yorktown Systems Group, Inc.</td>
<td>5/3/2016 – 2/2/2022</td>
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<tr>
<td>HQ0147-16-C-0036</td>
<td>F&amp;O - Counterintelligence</td>
<td>ManTech Advanced Systems International, Inc.</td>
<td>5/10/2016 – 1/19/2022</td>
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<tr>
<td>HQ0147-16-C-0037</td>
<td>F&amp;O - Security Programs</td>
<td>System High Corporation</td>
<td>5/10/2016 – 6/17/2022</td>
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<tr>
<td>HQ0147-16-C-0040</td>
<td>SBSA - Cybersecurity Engineering</td>
<td>nou Systems, Inc.</td>
<td>5/26/2016 – 6/17/2022</td>
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<tr>
<td>HQ0147-16-C-0041</td>
<td>SBSA - Logistics</td>
<td>Venturi Inc.</td>
<td>6/13/2016 – 7/8/2022</td>
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<tr>
<td>HQ0147-16-C-0047</td>
<td>SBSA - Acquisition</td>
<td>BCF Solutions, Inc.</td>
<td>6/17/2016 – 3/7/2022</td>
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<tr>
<td>HQ0147-16-C-0057</td>
<td>SDVOSB - Strategic Planning</td>
<td>Strategic Alliance Business Group</td>
<td>7/7/2016 – 7/29/2022</td>
</tr>
<tr>
<td>HQ0147-17-C-0007</td>
<td>SBSA - International Affairs</td>
<td>Allied Associates International, Inc.</td>
<td>11/8/2016 – 12/15/2022</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 – 4/15/2022</td>
</tr>
<tr>
<td>HQ0147-17-R-0055</td>
<td>F&amp;O - BMDS CSM/CND</td>
<td>System High Corporation</td>
<td>8/15/2017 – 8/31/2022</td>
</tr>
<tr>
<td>HQ0147-18-C-0001</td>
<td>SBSA - Predictive BMDS Engineering</td>
<td>Torch Technologies</td>
<td>10/19/2017 – 11/7/2022</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 – 11/12/2022</td>
</tr>
<tr>
<td>HQ0147-18-C-0023</td>
<td>SBSA - International Engineering</td>
<td>PeopleTec, Inc.</td>
<td>8/28/2018 – 9/13/2022</td>
</tr>
<tr>
<td>HQ0147-18-C-7121</td>
<td>8(a) – Public Affairs Support</td>
<td>Digitalspec, LLC</td>
<td>2/14/2018 – 2/13/2022</td>
</tr>
<tr>
<td>HQ0147-16-C-0028</td>
<td>SBSA – Business Operations</td>
<td>Veterans Technology</td>
<td>7/20/2018 – 7/19/2022</td>
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<tr>
<td>HQ0147-18-C-0038</td>
<td>SBSA – Human Resources</td>
<td>LSINC Corporation</td>
<td>9/17/2018 – 9/16/2022</td>
</tr>
<tr>
<td>HQ0147-18-C-0041</td>
<td>WOSB- Protocol Support</td>
<td>L.C. Wright, Inc.</td>
<td>9/20/2018 – 10/7/2022</td>
</tr>
</tbody>
</table>
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 2021-00008 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.

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.

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 Contracts Awarded

<table>
<thead>
<tr>
<th>Award Number</th>
<th>NAICS</th>
<th>Announcement</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQ0858-20-C-0008</td>
<td>541611</td>
<td>MDA TEAMS Contracting, Compliance, Cost/Price Operations (C3PO)</td>
<td>Kepler Research, Inc.</td>
</tr>
<tr>
<td>HQ0858-21-C-0010</td>
<td>541715</td>
<td>TEAMS - Next Quality and Mission Assurance (QMA)</td>
<td>AI Solutions, Inc.</td>
</tr>
<tr>
<td>HQ085821-C-0012</td>
<td>541330</td>
<td>TEAMS-Next Warfighter Operational Integration</td>
<td>Strategic Alliance Solutions, LLC</td>
</tr>
<tr>
<td>HQ085821-C-0014</td>
<td>541715</td>
<td>TEAMS-Next Test Support</td>
<td>MP Solutions, LLC</td>
</tr>
<tr>
<td>HQ0858-21-C-0015</td>
<td>541715</td>
<td>TEAMS-Next MDS Engineering</td>
<td>Parsons Government Services</td>
</tr>
<tr>
<td>HQ0858-21-C-0013</td>
<td>541690</td>
<td>TEAMS-Next Intelligence and Counter-Insider Threat, Intel</td>
<td>Mobius Consulting, LLC</td>
</tr>
<tr>
<td>HQ0858-21-C-0011</td>
<td>541690</td>
<td>TEAMS-Next Safety</td>
<td>Ares Technical Services Corporation</td>
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</table>

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

### Projected TEAMS-Next Schedule

<table>
<thead>
<tr>
<th>Contract</th>
<th>Final RFP</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidated Compliance Cost/Pricing and Operations</td>
<td></td>
<td>Awarded</td>
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<tr>
<td>Quality and Mission Assurance</td>
<td></td>
<td>Awarded</td>
</tr>
<tr>
<td>Safety</td>
<td></td>
<td>Awarded</td>
</tr>
<tr>
<td>Intelligence</td>
<td></td>
<td>Awarded</td>
</tr>
<tr>
<td>MDS Engineering</td>
<td></td>
<td>Awarded</td>
</tr>
<tr>
<td>Warfighter Integration</td>
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<td>Awarded</td>
</tr>
<tr>
<td>Test Support</td>
<td></td>
<td>Awarded</td>
</tr>
<tr>
<td>Program Planning &amp; Acquisition</td>
<td>5/20/2021</td>
<td>1/10/2022</td>
</tr>
<tr>
<td>Security Operations and Counterintelligence</td>
<td>8/19/2021</td>
<td>2/14/2022</td>
</tr>
<tr>
<td>Facilities Life Cycle Management</td>
<td>8/18/2021</td>
<td>4/11/2022</td>
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<tr>
<td>Specialized Engineering Analyses</td>
<td>12/3/2021</td>
<td>6/17/2022</td>
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<td>Administration</td>
<td>11/15/2021</td>
<td>7/1/2022</td>
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<td>Information Technology and Cybersecurity Management</td>
<td>11/19/2021</td>
<td>7/5/2022</td>
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<td>Public Affairs</td>
<td>2/18/2022</td>
<td>12/16/2022</td>
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<tr>
<td>Cybersecurity Compliance and Risk Management</td>
<td>4/11/2022</td>
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<tr>
<td>Agency Advisory and Analytical Support</td>
<td>5/5/2022</td>
<td>2/22/2023</td>
</tr>
<tr>
<td>Agency Operations</td>
<td>7/25/2022</td>
<td>5/22/2023</td>
</tr>
</tbody>
</table>

As of 26 October 2021
Outreach Program

PURPOSE
Engage the business community to gain insight necessary to develop and maintain a superior knowledge of the industrial market MDA relies on for missile defense; offer marketplace knowledge that can help identify potential sources and solutions capable of meeting MDA mission requirements.

KEYS TO WORKING WITH MDA

- Let us know your capabilities by visiting our office or website at www.mda.mil and email outreach@mda.mil for information on how to register your company in our small business database.
- 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.

MDA MARKETPLACES

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 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.
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.

“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.

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

344x77 to 567x200

On December 6, 2021 the U.S. Missile Defense Agency (MDA) announced the completion of military construction and installation of radar arrays for the Long Range Discrimination Radar (LRDR) in Alaska. LRDR is a multi-mission, multi-face radar with a wide field of view. Its massive arrays, each measuring 60 feet high by 60 feet wide, and advanced gallium nitride technology make this radar more powerful, more capable, more persistent, and more reliable than currently available radars. https://www.mda.mil/news/21news0017.html

Do you have a product or service that supports the Missile Defense Agency mission? Email outreach@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;
• 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
• No more than the Small Business Administration (SBA) size of standard corresponding to primary NAICS

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
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, 2026
**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 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:
MPP@mda.mil
http://business.defense.gov/Programs/mentor-protege-program/
The Department’s pilot Mentor-Protégé Program (MPP) was established November 5, 1990 (Public Law 101-510) in an effort to respond to concerns raised by DoD prime contractors that many Small Disadvantaged Businesses did not possess the technical capabilities to perform DoD subcontract requirements, making it difficult for these prime contractors to achieve their SDB subcontracting goals.

**MPP Program Updates:**

- Direct reimbursement of costs and credit towards subcontracting goals maybe incurred through **September 30, 2026**
- Accepting NEW MPP agreements through September 2024
- Agreement length changed from three to two years
- Modification on Disadvantaged Small Business Concern size standard (less than half the size of primary NAICS to no more than size of standard corresponding to primary NAICS)
The Missile Defense Agency (MDA) has available test time for Heavy Ion (HI) Single Event Effects (SEE) characterization of electronic piece parts in the Natural Space Environment (NSE) at the NASA Space Radiation Laboratory (NSRL) and Lawrence Berkeley National Laboratory (LBNL) over the course of the next five (5) years.

MDA's mission requires the synchronized integration of platforms, sensors, and other components of the Missile Defense System (MDS), which were, or are, under separate development by multiple contractors. MDA uses the concept of End-to-End performance to serve as the organizing principle that aligns and synchronizes these efforts to achieve the desired operational end-state for the MDS. Further, the MDA mission relies on a robust industrial base for the critical supply, at scale, of parts approved for use in a space environment. In support of its mission, MDA plans to utilize a portion of this HI test time for the purpose of establishing a radiation parts database and preferred parts listing via testing of electronics parts identified as common, or potentially beneficial, to multiple components of the MDS. Additional information about MDA's mission is available at www.MDA.mil.

MDA intends to make test time available to vendors whose candidate parts support the above initiative. MDA's availability only extends to beam time. Vendor participants are responsible for all of the other necessary resources to undergo and complete testing to include the test team, part samples and test fixtures.

The foundation of the radiation parts database and preferred parts list, which ultimately contributes to a robust industrial base, is a standard test approach that will meet generic MDA ballistic missile needs while providing consistent data for comparison of parts in NSE across multiple potential applications. A SEE Characterization Requirements Document will establish the minimum testing expectations based on technology type that each part must adhere to.

Prospective applicants should be aware that the Government must have the requisite ability, short and long-term, to support parts' continued development, future production, operation, maintenance, upgrade, and modification of such. This includes minimizing restrictions on Intellectual Property rights for the resulting final data, analysis, and test reports that impact MDA's ability to maintain or certify changes to the tested configuration or MDA's ability to conduct studies, material review boards, and major weapons systems parts selection efforts.

Interested vendors can email the MDA Heavy Ion Test Allocation Council (HITAC) at MDAHITACadmin@mda.mil. Upon receipt of the email, MDA will provide a full test application, to include the SEE Characterization Requirements Document mentioned above. Vendors who find the application and its attachments agreeable may submit an application accordingly.

MDA's HITAC will review applications on a rolling basis; however, the timely submission of an application is paramount to the allocation of test time.
# MDA TOP TWENTY NAICS CODES OBLIGATED IN FISCAL YEAR 2021

<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 (Except Nanotechnology And Biotechnology)</td>
<td>$2,138,481,733</td>
</tr>
<tr>
<td>541714</td>
<td>Research And Development In Biotechnology (Except Nanobiotechnology)</td>
<td>$1,384,337,910</td>
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<tr>
<td>336414</td>
<td>(Guided Missile And Space Vehicle Manufacturing)</td>
<td>$1,292,688,654</td>
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<tr>
<td>541712</td>
<td>Research And Development In The Physical, Engineering, And Life Sciences (Except Biotechnology)</td>
<td>$1,021,604,514</td>
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<tr>
<td>336413</td>
<td>Other Aircraft Parts And Auxiliary Equipment Manufacturing</td>
<td>$655,104,032</td>
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<tr>
<td>334511</td>
<td>Search, Detection, Navigation, Guidance, Aeronautical, And Nautical System And Instrument Manufacturing</td>
<td>$654,944,436</td>
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<tr>
<td>541511</td>
<td>Custom Computer Programming Services</td>
<td>$516,731,443</td>
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<tr>
<td>811219</td>
<td>Other Electronic And Precision Equipment Repair And Maintenance</td>
<td>$440,198,878</td>
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<tr>
<td>541330</td>
<td>Engineering Services</td>
<td>$219,577,389</td>
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<tr>
<td>541720</td>
<td>Research And Development In The Social Sciences And Humanities</td>
<td>$154,775,480</td>
</tr>
<tr>
<td>541614</td>
<td>Process, Physical Distribution, And Logistics Consulting Services</td>
<td>$104,759,015</td>
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<tr>
<td>541611</td>
<td>Administrative Management And General Management Consulting Services</td>
<td>$76,808,137</td>
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<tr>
<td>541690</td>
<td>(Other Scientific And Technical Consulting Services)</td>
<td>$38,097,035</td>
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<td>541513</td>
<td>Computer Facilities Management Services</td>
<td>$31,420,840</td>
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<td>541519</td>
<td>Other Computer Related Services</td>
<td>$17,200,841</td>
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<td>541710</td>
<td>Research And Development In The Physical, Engineering, And Life Sciences</td>
<td>$17,055,256</td>
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<tr>
<td>561612</td>
<td>Security Guards And Patrol Services</td>
<td>$13,450,689</td>
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<tr>
<td>561720</td>
<td>Janitorial Services</td>
<td>$9,164,820</td>
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<td>561210</td>
<td>Facilities Support Services</td>
<td>$8,454,214</td>
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<tr>
<td>541612</td>
<td>Human Resources Consulting Services (2007), Human Resources And Executive Search Consulting Services (2002)</td>
<td>$6,033,970</td>
</tr>
</tbody>
</table>

*Codes 541710 and 541712 are now reported under 541715*
The Missile Defense Agency’s
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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 rapidly, regionally and operationally 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.

THE SYSTEM OF ELEMENTS

SENSORS
An effective layered defense incorporates a wide range of sensors to detect and track hostile missiles throughout all phases of their trajectory. Land-based and sea-based radars provide worldwide sensor coverage.

SATELLITE Surveillance
IMI’s DIME ARCHITECTURE

UPGRADED EARLY WARNING RADARS

FORWARD-BASED RADARS

AEGIS BMD SPY RADARS

DISCRIMINATING RADARS

BOOST Defense Segment

ASCENT/MIDCOURSE Defense Segment

GBI Ground-based Interceptor

SM-3 IA Standard Missile

SM-3 IA/IB Standard Missile

THAAD Terminal High Altitude Area Defense

SM-6 Standard Missile

PAC-3 Patriot Advanced Capability

TERMINAL Defense Segment

GMD Ground-based Midcourse Defense

AEFIS SHIP & ASHORE Ballistic Missile Defense

AGCBS AEGIS Bathyspheric Theater
Meet Our Staff

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Director, Acting

Ms. Lauri K. Anderson
Small Business Advisor for Policy

Mr. Kelvin Carr
Small Business Advisor for Subcontracting

Ms. Pam Parker
Small Business Advisor for Research and Development

Ms. Jayne C. Gold
Small Business Advisor for Mentor-Protégé Program

Ms. Cheryl Michael
Analyst, Outreach Coordinator, Kepler Research, Inc.

Ms. Ketur Collier
Small Business Office Media Analyst, Naval Systems Inc.

Ms. Nicole Greene
Mentor-Protégé Program Analyst, Eccalon, LLC
Finding MDA Opportunities Using GSA eBuy

In addition to using SAM.gov to fulfill agency requirements, MDA uses The U.S. General Services Administration (GSA) buyer tools. One way to discover MDA requirements is to use eBuy. MDA sources some products and services using The U.S. General Services Administration’s eBuy Tool.

The U.S. General Services Administration’s eBuy Tool

GSA eBuy (https://www.ebuy.gsa.gov/ebuy/) is the comprehensive and paperless request-for-quote (RFQ) system managed by the U.S. General Services Administration. Using the system, verified suppliers, including small businesses, can easily and efficiently connect and participate in the contracting process for a wide variety of commercial products (supplies) and services.

Companies interested in selling their products and services to the federal government should visit GSA’s How to Sell to the Government page (www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule/selling-to-the-government).

Specific to small businesses, GSA has a group that provides access to nationwide procurement opportunities through outreach, training, and counseling. Information for your local Small Business Specialist can be found at www.gsa.gov/contactgroup/small-business-support.

Federal government agencies or buyers can use eBuy to post RFQs for supplies and services. These buyers can also use eBuy to request information and to find sources to fulfill their requirements.

The following acquisition solutions are available on eBuy:

- **GSA Multiple Award Schedules (MAS)** – also referred to as Federal Supply Schedules
- **Technology contracts**
  - Government wide Acquisition Contracts (GWACs) – innovative, cost-effective solutions for Information Technology (IT) requirements.
- **Network Services and Telecommunications contracts** – solutions for agency’s communications infrastructure and network needs.

- **Blanket Purchase Agreements** – GSA has developed several MAS BPAs that leverage the government’s buying power and achieve cost savings through the aggregating of federal demand.

- **Federal Strategic Sourcing Initiative contracts** – Strategic sourcing is the structured and collaborative process of critically analyzing an organization’s spending patterns to better leverage its purchasing power, reduce costs, and improve overall performance.

To participate in eBuy, contractors or sellers must already have a GSA contract and register their contract with the GSA Vendor Support Center (vsc.gsa.gov). Contractors must also post their MAS Catalog on GSA Advantage! The GSA Vendor Support Center (VSC) can provide additional information on these steps.

The VSC maintains a staff ready to assist vendors in the preparation and submission of electronic catalog files to GSA Advantage! Vendors may contact the VSC staff Monday-Friday, 8:30 a.m. – 5:30 p.m. Eastern Time at 877-495-4849 or via email at vendor.support@gsa.gov. Online information is available 24 hours a day, 7 days a week.

*Source: Tepricka Morgan, GSA Federal Acquisition Service*

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### FAQs

**Q: Does the small business need a GSA Schedule to use eBuy?**

A: Yes. Businesses must already have a Schedule contract to use eBuy.

If they don’t have a Schedule visit [https://vsc.gsa.gov/](https://vsc.gsa.gov/)

And click on “I want a contract” at the top of the page.


**Q: How long does it take to get a GSA Schedule?**

A: Time frames (getting a new Schedule contract, signing up for eBuy) are determined by how fast or slow the business submits its documents. We don’t have concrete time frames that capture the entire process but plan on several months.

You can find out more and get help concerning your particular circumstances by contacting:

**Jan Zeigler**

Customer Service Director/CASE Industry Liaison

803-626-5244

Jan.zeigler@gsa.gov
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
- SAM.gov
  https://SAM.gov
- MDA Small Business Advocacy Council
  www.mda.mil/business/bus_mdasbac.html
- MDA Unsolicited Proposal Guide
- Project Spectrum
  https://www.projectspectrum.io/
- Acquisition & Sustainment, Office of the Under Secretary of Defense (CMMC 2.0)

Contact Us!

Email: Outreach@mda.mil
Phone: (256) 450-2872
Fax: (256) 450-2506
Mailing Address:
ATTN: MDA/SB
Building 5224, Martin Road
Redstone Arsenal, AL 35898

FY 2022 Q1 Calendar of Events

JANUARY

FEBRUARY

MARCH

22
East TN Business Growth Conference
Knoxville, TN

22
Alliance Northwest Government Contracting Conference
Virtual

29 - 30
AUSA Global Force
Huntsville, AL

For the most up-to-date listing of events being attended by MDA OSBP please visit