

Missile Defense Agency Office of Small Business Programs Update



A Quarterly Newsletter for Small Businesses

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Volume Q4, Issue 3

July 2007

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Message from the Director, OSBP



Lee Rosenberg

As you probably know if you've been reading my last two articles, I use this forum to address areas of interest in order to make you as successful as possible in your efforts to do business with the Missile Defense Agency (MDA). As the small business advocate in the Agency it is my job to ensure that all acquisitions are reviewed for participation by small businesses. In fact, as I've mentioned in previous articles, I sit as a voting member on all acquisition strategy panels. It is usually in this forum where I can articulate the capabilities of the small business community to accomplish a certain acquisition and where I have direct access to the Agency's senior management to

advocate for small business set-asides on our acquisitions. The key to making sure that an acquisition is set-aside for small businesses is my ability to demonstrate that there are sufficient small businesses out there which are capable of performing the job in a quality manner to meet our needs.

It goes without saying then, that I need good data to articulate such a position. I get this data primarily through the market research efforts that we conduct. To this end, the Agency contracting personnel are very supportive in trying to reach out to the small business community in an effort to both notify the community of upcoming acquisitions and to assess the market place to see if the needed capability does exist in the small business community. We often conduct this market research by putting out "sources sought" notices.

There has been a disturbing trend of late that I want to make you aware of. This trend has had a decidedly deleterious effect on my ability to justify small business set-aside actions. What is this horrible trend, you ask. How can we stamp it out?! Should we form a committee?!

Message from Director continued on Page 2...



Calendar of Events,

July 11, 2007
NDIA/Women in Defense
Marriott Hotel
Huntsville, AL

August 2, 2007
MDA MiDAESS Industry Forum
Huntsville, AL

August 13-16, 2007
ASMD 8th Space & Missile Defense Conference
Huntsville, AL

August 20-23, 2007
AIAA Modeling and Simulation Technologies Conference and Exhibit
Hilton Head, SC

September 13-14, 2007
MEDWeek 25 Minority Business Development Agency & U.S. Dept. of Commerce

Message from the Director, OSBP cont...

Should we hang someone from a yard arm?! (that's for you former navy people!) I would submit to you that the solution to the problem is much simpler than that.

As Shakespeare once said, "the fault, dear Brutus, lies not in the stars, but in ourselves." You see the problem is apathy and laziness amongst some of you in the small business community. "Heresy!" you say. "Burn him at the stake!" "Off with his head!" But wait, let me explain. When we put out a "sources sought" notice, we often are, among other things, seeking the response of the small business marketplace and evaluating its capability to provide the specific services or products we need. We do this by putting out our requirement and asking you to respond with specific information that will allow us to determine whether a capability does exist to do what we need done in a quality manner. Based on the results of our evaluations of the marketplace, we make acquisition strategy decisions including whether something should be set-aside for small business in general or sub-categories of small businesses where the FAR allows.

The disturbing trend that I mentioned before is that more and more of you are responding

to our "sources sought" notices, with glossy brochures and general market literature rather than "answering the mail" as it were, and responding back with the specific information we are seeking. Recently, on one acquisition, we decided to go with a full and open competition precisely because only one small business of the many that responded addressed the information we asked for. Most responses were glossy marketing brochures that I'm sure cost a lot of money, but did nothing to allow us to determine whether the business could do what we needed at the quality level which we desired. Therefore, I could not defend making the solicitation a small business set-aside. Through our market research, which, by the way, was very time consuming and thorough and included oral presentations, we could not determine that there were two or more capable small businesses to do the work. Perhaps there really weren't two or more small businesses that could do the work. I suspect, however, what is closer to the truth is that, if many of the businesses who responded with glossy brochures would have taken the time to read the notice and respond with their five-page capability statements that addressed what we asked for, that acquisition could have been set-aside.

Message from the Director, OSBP cont...

I hope my haranguing you on this issue opens your eyes to the importance of the “sources sought” notices that we issue and the importance of responding to what we ask for. I know from my days working for a small business that time is a precious commodity. I also recognize the limited resources available to many of you. Having said that, I urge you to spend the time it takes to develop a quality response to our “sources sought” notices; one that “answers the mail” and allows us to see the great capabilities you possess to do the work we need. Then I can dive into the acquisition strategy process with that message knowing that I have the market research to back me up. ●

Airborne Laser Successfully Completes High-Speed Tracking Test

Lt. General Henry A. “Trey” Obering, Missile Defense Agency director, announced today that the prototype Airborne Laser (ABL) aircraft successfully passively tracked a vertically dynamic target for the first time.

During a test on May 1, the modified Boeing 747-400 used its passive sensors to autonomously locate, acquire, target and track an afterburning F-16 jet fighter moving vertically at a rapid rate of ascent. This test represents a significant milestone in ABL’s flight test progress, and demonstrates a number of key system capabilities that will lead to a lethal demonstration against a boosting missile in 2009.

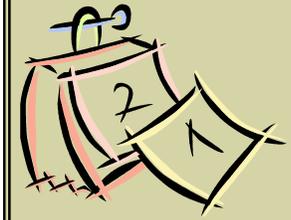
The ABL is currently undergoing a series of flight tests that will demonstrate the aircraft’s complex beam control/fire control system prior to high-energy laser installation, which will begin later this year. ABL is the Agency’s primary boost-phase missile defense element, and is being developed to destroy ballistic missiles of all classes in their boost phase of flight using its megawatt-class high-energy laser. ●

Contact: Rick Lehner, MDA Public Affairs Richard.Lehner@mda.mil

New Raytheon Contract with MDA

May 14, 2007 - Raytheon Missile Systems of Tucson, Arizona, is being awarded a sole source \$140,696,593 cost contract for long lead material required for the manufacture and delivery of thirty-six Standard Missile-3 Block IA missiles to meet U.S. and Foreign Military Sales requirements in support of the Aegis Ballistic Missile Defense System.

“New Raytheon Contract” continued on next page...



Calendar of Events, cont...

September 18, 2007
MDA Industry Day
 Huntsville, AL

September 19, 2007
MDA 8th Annual Small Business Day Conference
 Huntsville, AL

September 24-26, 2007
Air & Space Conference and Technology Exposition
 Washington, DC

October 31- November 1, 2007
Huntsville Simulation Conference
 Huntsville, AL

New Raytheon Contract cont...

Work will be performed at Tucson, Arizona and is expected to be complete by May 2008. The contract funds will not expire at the end of the fiscal year. The Naval Sea Systems Command, Washington, D.C. is the contracting activity (N00024-07-C-6119). Fiscal Year 2007 research and development and Foreign Military Sales funds will be used. The contract will be incrementally funded, and at award will obligate \$20 million FY-07 research and development and \$5 million Japan Foreign Military Sales funds. ●

Save the Date ! for the 8th Annual MDA Small Business Conference cont...

The 8th Annual MDA Small Business Conference is scheduled to be held on Wednesday, September 19, 2007 at the Von Braun Center in Huntsville, Alabama. Although previous conferences have been held in the National Capital Area, this year, the decision was made to hold the conference in Huntsville due to the impending BRAC moves within the Missile Defense Agency (MDA). The Office of Small Business Programs at MDA wants to introduce MDA to the business environment in the Huntsville area.

As it was last year, the morning session will be filled with guest speakers from inside and outside of the Missile Defense Agency who will discuss the rules of contracting with the Department of Defense (DoD) and provide information on what types of services and products that DoD needs, and there will be time allotted for questions and answers following the presentations.

After the morning session, lunch will be served at the hotel. Immediately following the lunch, there will be networking tables and breakout sessions where small businesses can attend and listen to MDA program managers who will present briefs during the first portion of the afternoon breakout sessions. During the latter part of the breakout sessions, MDA Prime Contractors will give presentations and share information about their MDA contracts and potential subcontracting opportunities. All of the breakout sessions will allow for questions and answers.

Registration is available at www.mda.mil/smallbusiness. Information on Huntsville hotels and other travel information will be posted on the website as it becomes available.

The hotels closest to the Von Braun Center are the Embassy Suites, the Holiday Inn, and the Marriott Hotel. Information on these hotels is also available on the conference website. Please check the website on <http://www.mdasmallbusiness.com/conference/> often for updated information. We look forward to seeing you there! ●

Adding keywords to your CCR record

We recently contacted many of our small business contacts to inform them that, due to the Paperwork Reduction Act, we can no longer keep our small business database. As a solution, we have asked everyone to add the letters “MDA” to the keywords section of CCR. If you are already in CCR, please follow these 3 steps:

1. Sign in to CCR with your company information and password.
2. Go to the bottom of the 1st page that comes up (General Information page) and hit "Validate/Save Data."
3. You will see this message "You have successfully finished your CCR registration" - There will be two SBA links at the bottom of the box. Pick "update" (on the right-hand side), then you should see the area where you can add keywords. 🟡

Should you need additional information contact Dennis Smith at dennis.smith.ctr@mda.mil.

A Success Story - Interview with Boeing and All Points Logistics Regarding the MDA Mentor Protégé Program

An interview was recently conducted with the Boeing Corporation, a Mentor and the second largest Defense Contractor in the Nation with over \$7 billion in contracts, and All Points Logistics, a Protégé and small business specializing in acquisition support and configuration management, about their Mentor Protégé relationship and their work with MDA. After a very successful three-year relationship, Boeing and All Points Logistics' contract ended at the end of April 2007. The following is an account of questions and responses from the interview.

Becky Martin, Manager for Supplier Diversity, Boeing Corp:

Q. Ms. Martin, what is your role in the Mentor-Protégé (MP) program?

A. I am the Manager for Supplier Diversity. I manage all agreements under the Missile Defense Systems Division.

Q. Does Boeing actively seek Protégés? If so, how does Boeing do this?

A. Yes, Boeing has 28 protégés. We look for companies that have technology, products services that Boeing can use for long-term projects across numerous programs so that the Department of Defense (DoD) gets the full benefits. The advantage is more business for small businesses and reduced risks for Boeing and DoD. Boeing seeks businesses that need help growing.

A Success Story continued on next page...

A Success Story cont...

Becky Martin, Manager for Supplier Diversity, Boeing Corp:

- Q.** Does Boeing work with any other organizations as a part of the MP program? I.e. PTACs, HBCUs, etc. How do these organizations fit into the program?
- A.** We look at what training the Protégé may need. If an HBCU can provide training, then they include the process. They give written quotes on training plus costs. PTACS do not charge any training fees.
- Q.** What was the motivation for Boeing to become part of the MDA MP program?
- A.** It is good business to do business with small businesses. These relationships bring better value to our DoD customers. We become long-term strategic partners, reduce risks, and broaden the industrial base for our country.
- Q.** How long has Boeing participated in the MDA MP program?
- A.** All Points Logistics was Boeing's first Protégé in September of 2002. However, we started a business relationship with All Points Logistics in 2001. Currently, Boeing has three Mentor Protégé agreements with MDA.
- Q.** What advice do you have for small businesses who want to enter the MP program?
- A.** Be realistic about expectations. The MP Program is beneficial, but there are inherent costs through their labor and they must provide employees with the hidden costs. The relationship is good for both the Protégé and the Mentor. Also, be realistic about the impact it will have to the small business.

Phil Monkress, Chief Operations Officer, All Points Logistics:

- Q.** Mr. Monkress, how and when did you enter into a Mentor Protégé (MP) relationship with Boeing?
- A.** Officially, in September of 2002.
- Q.** Did you pick Boeing or did they pick All Points Logistics (APL)?
- A.** We picked each other. We met at a small business conference; the NASA High Technology Conference in Providence, RI in August of 2000. Boeing talked to us about their requirements and their requirements fit with All Points Logistics' vision with getting into the federal market.
- Q.** What motivated APL to get into the MP program?
- A.** As one of the owners, I realized that APL needed a lot of guidance to understand and get through the infrastructure. Quality business processes and procedures made a better company.

A Success Story continued on next page...

A Success Story cont...

Phil Monkress, Chief Operations Officer, All Points Logistics:

- Q.** How has participating in the MP program affected your growth?
- A.** We have had tremendous exposure and we were Boeing's *Supplier of the Year* for 2004. This helped APL to win other contracts. We earned a credible reputation with other Department of Defense agencies and expanded our growth. All Points Logistics had 20 personnel when we first started and a little over \$1 million in annual revenue. Today, we have over 200 employees and annual revenue around \$60M today. The number of APL contracts grew from three to 30. Our contracts include the Department of Defense and other civilian agencies.
- Q.** Have you accomplished everything you wanted as a result of the MP program?
- A.** Yes, and then some. We are very pleased with the results. What advice do you have for small businesses who want to enter the MP program? It's an exciting opportunity but a lot of hard work. Be committed and willing to go through many processes and procedures. It is a relationship and it is what you make of it. We have had an enjoyable relationship with Boeing and will continue working with them in the future. ●

This was an account of a telephone interview conducted on May 24, 2007 by Carla Faison, Communications & Outreach Specialist. Responses have been reviewed and approved by both Boeing and All Points Logistics. For additional questions regarding MDA's Mentor Protégé program, contact Dr. Pravat Choudhury at Pravat.Choudhury@mda.mil.

MDA SBIR Industry Day

The MDA SBIR Industry Day will take place on July 26, 2007, with an opening reception on July 25, 2007. Registration is available at [NDIA](https://eweb.ndia.org/EWEB/DynamicPage.aspx?WebCode=LoginRequired&Site=ndia) <https://eweb.ndia.org/EWEB/DynamicPage.aspx?WebCode=LoginRequired&Site=ndia>. The Industry Day will focus on enhancing the Small Business Innovative Research (SBIR) Process for the Missile Defense Agency (MDA) and the Small Business Community.

Research Area Leads will give briefings on the following technology areas:

- Space Technology
- Interceptor Technology
- Modeling & Simulation
- Manufacturing Technology

MDA SBIR Industry Day continued on next page...

MDA SBIR Industry Day cont...

- Discrimination
- Radar System Technology
- Information Assurance
- Integration
- Safety/Insensitive Munitions
- Airborne Component Technology

Small Businesses will also have the opportunity to sign up for one-on-one sessions with key MDA technical representatives and Prime Industry representatives. This is a great opportunity during the DoD pre-solicitation period. For reasons of competitive fairness, direct communication between potential bidders and topic authors is not allowed after August 19th - the last day of the SBIR pre-solicitation period. Attendance is encouraged. Additional information and Agenda are available at <http://www.winmda.com>.

The next DoD Solicitation period containing MDA topics will be released on July 19, 2007. Small Businesses are encouraged to participate in DoD Phase I solicitations, taking advantage of the pre-solicitation period to discuss future topics with topic points of contact as posted on the DoD website. Interested firms are encouraged to visit <http://www.dodsbir.net> and subscribe to the ListServ to receive notifications regarding Phase I solicitations. Firms should also take advantage of the Helpdesk link on the DoD site or phone the Helpdesk (1-866-724-7457). They can assist with general questions about the DoD SBIR/STTR programs. Additional information is available at <http://www.dod.sbir.net>.

Combustion and Propulsion Research Laboratory (CPRL) The University of Texas at El Paso

The Combustion and Propulsion Research Laboratory (CPRL) at the University of Texas at El Paso was established in 2002 under the direction of Dr. Ahsan Choudhuri, a young faculty member of the Department of Mechanical Engineering. The laboratory serves a crucial role in meeting the demand for engineers in aerospace industries and federal laboratories. Hispanic engineers are also critically underrepresented in the aerospace industry. The UTEP College of Engineering currently ranks No. 1 in the nation in producing Hispanic engineering graduates, according to the Hispanic Outlook in Higher Education magazine.

Combustion and Propulsion continued on next page...

Combustion and Propulsion cont...

The CPRL is an important part of the production of quality minority students trained in combustion and propulsion research.

The laboratory was created with an internal investment of \$50,000. It has grown into a state-of-the-art experimental and computational facility supporting research and educational activities in areas critical to the mission of the Missile Defense Agency. Located in the main campus' engineering complex, the 2,500-square-foot CPRL facility has more than \$1 million of instrumentation for research on combustion, pollutants formation, and aerospace propulsion. The laboratory's primary research areas include combustion dynamics of synthesized fuels and micropropulsion and microspacecraft systems.



CPRL research assistant Ivan Anchondo performing experiment onboard NASA's KC-135 Microgravity Research Aircraft. Ivan currently works in NASA Johnson Space Center as an engineer for the ISS Thermal Control System.

CPRL researchers are active in areas relevant to MDA's mission. Current and past MDA projects include microcombustion technology development for advanced miniature propulsion systems, miniature turbopump technologies, nontoxic earth storable propellants, and more. The laboratory has graduated 16 M.S. students, 3 Ph.D. students and trained more than 35 undergraduates in combustion and propulsion research. Many of them are the first in their family to earn a college degree and are now working at NASA, the Department of Defense, and different aerospace firms. The CPRL research group has produced more than 25 scholarly publications. Recently, the American Institute of Aeronautics and Astronautics awarded the "Best Paper Award" to a publication co-authored by Dr. Choudhuri and Ph.D. student Jorge Camacho. The paper was presented at the 42nd Aerospace Sciences Meeting.

CPRL's success in training Hispanic engineers in aerospace research is largely due to the support from MDA's Historically Black Colleges and Universities/Minority Institutions program. In 2003, the laboratory received its first major research grants from the program to develop technologies for micropropulsion applications. These grants supported graduate research works for several minority students, including James Valadez.

Combustion and Propulsion continued on next page...

Combustion and Propulsion cont...

When recruited as a research assistant for the project, James was a 32-year-old undergraduate student working in a local grocery store to support his wife and three children. The support from the MDA grant not only allowed James to stay in school to finish his undergraduate studies, but also to pursue a graduate degree in mechanical engineering. James completed his M.S. degree in 2005 and is currently working as an engineer at Fort Bliss in El Paso, Texas. James wrote the following acknowledgment in his master's thesis: "I would like to start by thanking my mentor and advisor Dr. Ahsan Choudhuri for taking a chance on someone that no one else would and for looking at the student rather than the papers that came with him." James' remark reflects how the laboratory has impacted the lives and career goals of minority students. The strength of CPRL's research and education mission is reflected in the students who transform into successful engineers and researchers. Two students who have participated in the project joined NASA after completing M.S. degrees. Another student received a prestigious Graduate Assistance in Areas of National Need fellowship from the Department of Education and is pursuing his Ph.D. at the University of Oklahoma.

In addition to supporting minority student research, MDA's HBCU/MI program has been instrumental in developing the research infrastructure the laboratory needs to compete for mainstream research funding. As a result of the program, the laboratory received Small Business Innovation Research grants in collaboration with Radiance Technologies in 2004 and a MDA Missile Defense Science Technology and Research (MSTAR) grant jointly with the University of Maryland in 2005. From 2003 to 2006, the laboratory also received five



CPRL research assistant Carlos Ramirez fabricates miniature space hardware using a micro-CNC machine.

Department of Energy research grants to work on combustion issues of hydrogen and syngas fuels. The laboratory also received two MDA research grants in 2005 and 2007, and a new MSTAR grant proposal is currently under review. The CPRL research group not only trained many first-generation Hispanic students in research areas critical to MDA's mission, but also leveraged set-aside funding to secure highly competitive mainstream research grants.

The laboratory's research projects have broader commercial applications beyond MDA's specific objectives. For example, microcombustion technologies developed for miniature rocket engines can be used for portable power sources.

Combustion and Propulsion continued on next page...

Combustion and Propulsion cont...

Efficient and compact energy sources like these are needed for many applications, including next-generation consumer electronics, remote sensors and homeland security applications. Microcombustion-based power sources are ten times more energy dense compared to traditional batteries. The microcombustion research performed by CPRL has significantly improved the understanding of combustion processes at the millimeter and submillimeter scale. Similarly, the miniature turbopump technology currently in development in the laboratory will have breakthrough applications beyond the high-performance liquid propellant microrocket engine. The same technology can be used to develop ventricular assisting devices (VADs) for infants with heart problems. CPRL research groups are currently working on different options to commercialize technologies developed through MDA and Department of Energy funding.



CPRL research assistant Marcela Cobian with her microrocket thrust stand.

Instruments used in the laboratory include a modified micro laser Doppler velocimeter, a multichannel hot wire anemometer, a micro particle image velocimeter, a spectroscopy system, high-speed and infrared imaging systems, rainbow Schlieren defelctometric imaging systems, precision flow controllers and various gas and chemical analyzers.

The laboratory has also developed a micropropulsion/microcombustion test rig, a vacuum chamber to simulate space environment, a twin flame counterflow burner facility, a flashback burner system and a fully automated microgravity combustion test rig. The test rigs are equipped with imaging systems, dynamic and static pressure sensors, precision mass flow controllers, and multi-channel data acquisition systems.

The laboratory has recently developed a customized micro-fabrication facility (meso-engineering laboratory) to fabricate miniature space hardware. The facility includes highly customized precision micro-CNC mills and lathes, a CNC micro-drill, a high magnification video microscope, inspection microscope, surface finishing and electroplating systems, and various fabrication software. The laboratory has a chromel tubular furnace capable of continuously operating at 1473 K. A MoSi₂ furnace capable of 1800°C under controlled oxygen potentials ($pO_2 < 10\text{-}20$ atm) is used for experimentation and complements a megahertz induction furnace used for processing of materials at 2000°C.

Combustion and Propulsion continued on next page...

Combustion and Propulsion cont...

For more information, visit the laboratory Web site at <http://research.utep.edu/cprl> or contact Dr. Ahsan Choudhuri by phone at (915) 747-6905 or by e-mail at ahsan@utep.edu. Additional information about the university can be found at <http://www.utep.edu> ●

SBA Announces Senior Level Appointments In Government Contracting, Capital Access

WASHINGTON, DC – May 22, 2007 The U.S. Small Business Administration has selected new leadership in two of its largest program offices, the agency announced today. Art Collins is now the Director of Government Contracting in the Office of Government Contracting and Business Development. Grady Hedgespeth is now the Director of Financial Assistance in the Office of Capital Access.

Collins has a strong institutional knowledge of SBA, having held leadership positions at the agency since 1993. Most recently he was the Deputy Associate Administrator for Government Contracting, where he was responsible for overseeing and implementing contracting policies and managing departmental programs. He has also served in the SBA's Office of Technology and Office of Minority Enterprise Development. Collins has received numerous accolades and awards for his performance at SBA and other government agencies.

Next month, SBA will implement a new recertification rule to ensure that small businesses receiving government contracts are, in fact, small. Other steps taken by SBA to help small businesses compete include: hiring more contracting staff to help procurement officers identify small business contracting opportunities, implementing a Small Business Procurement Scorecard to monitor federal agencies' small business contracting performance and grade them on it, and requiring federal agencies to review discrepancies in their contracting statistics.

A former Secretary of Economic Affairs in Massachusetts, Hedgespeth brings significant expertise in strategic development, economics and corporate governance to SBA. He most recently served as CFO and Senior Vice President at the Structured Employment and Economic Development Company (SEEDCO), where his many responsibilities included leading the implementation of a new financial accounting system, and the creation of a new loan fund strategy, all while doubling the company's assets under management.

The SBA lends or guarantees almost \$80 billion in loans and investments. Over the last six years, the number of SBA loans has doubled and lending to minority borrowers has increased over 150 percent. ●

For more information, contact: Christine Mangi (202) 205-6948 or see the complete article at <http://www.sba.gov/news>

Websites of Interest

Missile Defense Agency (MDA)

<http://www.mda.mil/mdalink/html/mdalink.html>

MDA Business Acquisition Reporting Bulletin Board

www.mda.mil/barbb/barbb.htm

MDA Office of Small Business Programs

www.mda.mil/smallbusiness

MDA Technology Applications Program (Technology Transfer)

www.mdatechnology.net

Department of Defense Contracting Information

www.acq.osd.mil/osbp/doing_business/Government%20Contracting%20052006.pdf

Defense Procurement and Acquisition Policy

<http://www.acq.osd.mil/dpap/>

SBA Office of Advocacy

<http://www.sba.gov/advo>

SBA Free Online Training

<http://www.sba.gov/services/training/onlinecourses/index.html>

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