



# Missile Defense Agency Office of Small Business Programs

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## Volume 19 - Issue 3

### IN THIS ISSUE

#### 2 Message from the Deputy

- Addressing Safety and Security in Today's World

#### 4 Two MDA Mentor-Protégé's Win Prestigious Nunn-Perry Award

#### 6 TEAMS Schedule

#### 7 Current and Upcoming MDA Requirements

#### 8 A Huge Success -- 2017 Annual Conference

#### 9 Small Business FAR Changes

#### 11 eSBIE Registration

#### 12 Outreach Calendar

### NEXT ISSUE

October 2017

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## Message from the Director Lee Rosenberg

Welcome to summer! Down here in Alabama we're sweating as usual this time of year. For those of you that didn't attend our conference this year, let

me introduce you to the newest member of the MDA Office of Small Business Programs, Ms. Tina Barnhill. Tina is no stranger to small businesses having worked the last several years in our Advanced Research Office on our Small Business Innovative Research (SBIR)/ Small Business Technology Transfer (STTR) program. Tina brings a wealth of knowledge to our office and we are pleased to have her on board. She will be functioning as our Outreach Manager as well as supporting several of our program offices with their acquisition planning. She will also serve as our liaison to the MDA Small Business Advocacy Council.

As we are in the middle of summer, that also means we're getting close to the end of the Government Fiscal Year. For many of you, that means a significant ramp up in your activities, responding to a flurry of solicitations being issued by various Government Agencies so they can get their money spent before the end of the year. MDA is a little different, in that most of the money we have is multi-year money, meaning we don't necessarily have to spend it all in the year in which it was appropriated. The arcane Government rules about "colors" of money, and when various types of money must be obligated, can sometimes be very confusing to the small businesses who are just entering the market place. Why do some Government activities rush to spend all this money in the 4th quarter of the Fiscal Year while others spend money rather evenly throughout the year?

Well, let's start with the basics, because understanding the way the Government allocates money to different acquisitions can help you in your acquisition planning and assist in balancing your resources so you can maximize your participation in Government contracting. When you get a paycheck and the money is deposited in your account, you can spend it anytime you want. You can also save it for as long as you want. There is no expiration date on that money. The Government is a little different. In accordance with the Constitution, Congress controls the "purse strings." They pass appropriation bills that are signed into law by the President. These bills allocate money for specific purposes across the Government. Part of the controls that Congress places on that money is the length of time a particular Government activity has to obligate those funds for the purpose for which the funds were allocated.

In general, for the Department of Defense (DoD), there are three different "types" of money from which DoD draws for its contracting activities. There are other types and shades of money as well, but for the purposes of this article let's stick with the three. Each of these "types" of money have defined lengths of time in which they are available to obligate on a contract, and therefore each has an expiration date beyond which, the money is no longer available for use on a contract. Money that is obligated for the procurement of major weapons systems or other major end items is known as procurement funds, and these funds have a "shelf life" of three years. That means that they are available for obligation during the year for which was appropriated and for two years beyond that. The next category of

**Continued on Page 3**



## Misconceptions about Government Source Selection

I meet with several industry partners throughout the year and it never fails that most of them have misconceptions about Government source selections. The first thing that industry should understand about the Missile Defense Agency is that

we ensure that every source selection is conducted in a fair and ethical manner, which means evaluating strictly by the criteria set forth in the RFPs.

Some of the most common misconceptions that I have heard and would like to provide the actual facts to are:

1. **Misconception:** Agencies have already determined their acquisition approach so our impact during the RFI phase is not necessary.

**Fact:** Input to RFIs is imperative. RFI responses help the agency determine if there is adequate capability in the small business community to set aside an acquisition at the prime level for either small business or a specific socioeconomic category. Responding to RFIs provide the opportunity for offerors to influence the agency's acquisition strategy.

2. **Misconception:** Contracts only go to companies that already work with the agency.

**Fact:** Source selections are conducted in a manner that ensure the agency selects the best value for the government and has no bearing on whether a company does or does not have work with the agency. Checks and balances are in place to prevent playing favorites with any particular company.

3. **Misconception:** Contracts are always awarded to the low bidder.

**Fact:** Source selections are conducted in accordance with the evaluation criteria in Section L&M of the RFP. If an RFP is evaluated based on Lowest Price Technically Acceptable, then, yes, the lowest bidder with a technically acceptable proposal will be awarded the contract. However, if the RFP is evaluated based on Best Value, then the award will be made to the offeror that demonstrates the best value approach for the government, which always considers Price as a factor in this approach.

4. **Misconception:** I shouldn't worry about asking for a Debrief. They are meaningless.

**Fact:** Successful and Unsuccessful offerors should always ask for a debriefing. Debriefings can provide important information on significant weaknesses, deficiencies, and strengths of the

offeror's proposal. This can be valuable information for offerors when submitting future proposals.

5. **Misconception:** Incumbents think that the government knows how they do the work so they shouldn't have to include that in their proposal.

**Fact:** Incumbents should not be over confident. Source selection evaluators are unbiased and cannot consider information they know about the offeror. It must be provided by the offeror in their proposal.

I have only touched on a few of the misconceptions that are out there, however, these are the ones that I hear over and over again. If your company refuses to alter their opinion of these misconceptions, this could impair your company's ability to win awards. Please understand that our office is here to help you with any questions or concerns you might have.

## MDA's New Badging Policy

We are all aware of the need to be vigilant regarding safety and security in today's world. We only have to look at the news to be reminded by events such as the suicide bombing at a pop concert in Manchester, the Stockholm attack where people were killed and injured when a man drove a truck down a busy shopping street, and in London where pedestrians were mowed down on Westminster Bridge. The safety and security of personnel and resources are critical to the success of the Missile Defense Agency's (MDA) mission. To further enhance the Agency's physical security posture, the MDA Badge Request has been updated to clarify justification for issuance of a MDA permanent picture badge.

The permanent picture badge is issued to MDA government employees (Civilian and Military) and MDA contractors who have an assigned physical seat in MDA facilities. Personnel not meeting these specifications will be processed as visitors for access to MDA facilities. In order to maintain a permanent picture badge, you must have an official business requirement for routine unscheduled access to MDA facilities, at a minimum of three times per week. All others must have a VAR on file for access to MDA.

NOTE: Personnel assigned to the MDIOC in Colorado Springs must follow local procedures for issuance of Restricted Area Badges.

**Becky Martin**

**Continued from Page 1...**

funds are those appropriated for Research and Development activities. Commonly known as "R&D" funds, these funds have a "shelf life" of two years and are available to obligate on contracts for the year for which they were appropriated and the next year after that. The final category of funds is commonly referred to as operations and sustainment or "O&S" funds and have a "shelf life" of one year. These funds must be obligated in the year for which they were appropriated or they will expire. These funds are commonly used for operations and maintenance of fielded systems as well as most of the housekeeping activities that an organization must do to support its daily activities. Cutting the grass around a building, maintaining a fleet of vehicles, buying furniture or IT equipment, or purchasing professional services are examples of this type of fund.

Not all DoD activities get all three "colors" of money and are allowed to purchase stuff with the money they've been given that would otherwise normally be purchased with another color of money. For example, an R&D activity such as a lab facility, may only receive R&D money. They may buy stuff with R&D money that would normally be bought with O&S money, such as furniture or grass cutting services, if that type of money were appropriated to that organization. This is where things get complicated, but I'll spare you the details of that and just say that knowing how your customer gets its funding and what types of money it receives is very important for you to be able to plan your marketing and proposal preparation activities. Most small businesses will deal as prime contractors in the R&D or O&S world money wise. That's not to say that some don't get procurement money as prime contractors, but let's face it, not that many small businesses build tanks, fighter jets, submarines, or other major items. As a subcontractor to a major DoD weapons developer you may indeed get procurement money flowed to you, so knowledge of the ultimate Government customer's funding is important, but I'm going to stick to prime contracting in this article.

Let's then contrast an activity such as a military base which would ordinarily get O&S money with the laboratory facility that

only gets R&D money. The major purpose of a military base is to support the troops and activities stationed on that base. Usually, the activities on the base receive their own appropriations for their mission related activities, but the base provides facilities support such as trash collection, building maintenance, and other general support activities. The base is usually allocated O&S money to do these activities, so the contracting activity supporting that base, must obligate all the money that base receives in the year for which it was obligated. They are usually under a time crunch to get the money on contract, hence the normal rush during the 4th quarter of the Fiscal Year (July through September). If you supply commercial products or services in support of a base's operation, you can often take advantage of this by being prepared to quickly turn a proposal or quote around when a solicitation hits the street, knowing that the contracting activity must get that money awarded by September 30. On the other hand, if you provide laboratory support services, you may find that the lab may issue contracts less frequently for that support. They may be of longer duration because, not only do they have two years to obligate their money, but they can also incrementally fund those contracts instead of putting all the money on them at one time like the O&S activity must. Knowing this might assist you in determining when to market your capabilities to the lab and when to expect the next contract will be coming out.

Now that I've provided you with a cure for insomnia (i.e. reading this article), let me just say that understanding the funding rules and what type of funding your prospective customer will be spending can assist you greatly in planning your activities to acquire future work with that customer. The various funding rules along with the Federal Acquisition Regulations and associated supplements, make Government contracting distinctly different from contracting in the private sector. If you're new to the Government marketplace, it behooves you to learn as much as possible about these rules to better position yourself for future business within that marketplace.



# Two MDA Mentor-Protégé's Win Prestigious Nunn-Perry Award

Ruth Dailey

Two Missile Defense Agency (MDA) teams with Huntsville ties were recently named recipients of the Nunn-Perry Award, for their involvement in the U.S. Department of Defense's Mentor-Protégé Program. The Nunn-Perry Award was first awarded in 1995, and is named in honor of former Senator Sam Nunn and former Secretary of Defense, William Perry. The award is given to recognize outstanding mentor-protégé teams formed under the auspices of the DoD Mentor-Protégé Program.

Announced by the DoD's Office of Small Business Programs, the winning Mentor-Protégé teams for 2016 are the teams of Tec-Masters, Inc. of Huntsville, Alabama and Paragon Research Corporation of Huntsville, Alabama; and Raytheon Missile Systems of Tucson, Arizona and CFD Research Corporation of Huntsville, Alabama.

The winners will be honored August 17, 2017 in Chicago. A total of 7 U.S. teams received the award, which honors companies that excel in commitment, technical assistance, quality, and economic development of small businesses.

**Mentor:** Tec-Masters, Inc.

**Protégé:** Paragon Research Corporation

**PTAC:** Oakwood University

Paragon Research Corporation is a Woman-Owned Small Business with advanced offerings in Cyber Security, Information Assurance, Computer Network Defense, IT Network Segmentation, and C4ISR technologies for the Department of Defense, Department of Homeland Security, Department of Energy, and Department of Justice. Paragon is a member of the Tec-Masters, Inc.'s Mentor Protégé (MP) consortium of protégé companies and the Team Tec-Masters (TTM) group, which is providing the MP support. Tec-Masters, Inc. is a Minority Owned Small Business providing federal professional services including engineering services, logistics, modeling & simulation, test & evaluation, training, IT and SW engineering. Under the support and guidance of TTM, Paragon formed a team of Cyber Security experts that includes another TTM protégé, BMK Secure Solutions and a local HBCU, Oakwood University to form a Cyber Lab that will support the DoD and the warfighter, as well as the medical device industry. Paragon is providing unique and innovative solutions in the areas of software cyber security threat identification and hardware systems cyber security certifications. They are designing and manufacturing data acquisition sensor systems and are providing software optimized data analytics that will result in DoD leadership dashboard systems to support and enhance effective decision-making. The collaborative relationship has led to:

- ISO 9001:2008 Certification; Employee Professional Technical Certifications; Business efficiencies, Proposal Development, Customer targeting, Price-to-win, and Agile Program management/execution
- Leveraged knowledge in agile development to successfully team with AMRDEC, migrate product dream into a reality, successful teaming with large prime contractors, crafted the Paragon story – "Why Paragon, Why Paragon's offerings, Why Now!"
- Teaming opportunities with our Mentor (TMI), and other protégés including BMK Secure Solutions, PTP, Inc. and CTE Inc.
- Strategic relationships - Information from this program led Paragon into relationships with large prime contractors that call us to Team instead of Paragon calling them – national teaming and contract awards with SAIC, Raytheon, Booz Allen, Engility and, BAE Systems.

**Mentor:** Raytheon Missile Systems

**Protégé:** CFD Research Corporation (CFDRC)

**PTAC:** Oakwood University and Bethune-Cookman University

CFD Research Corporation (CFDRC), Raytheon, Oakwood University, and Bethune-Cookman University are teamed in a dynamic and advanced MP agreement and opportunity. CFDRC is a minority woman-owned small engineering firm located in the Huntsville, Alabama. CFDRC develops and commercializes cutting-edge technologies for Aerospace, Cyber, Energy, Life Sciences, Materials, Propulsion, and other industries. It has more than 30-year legacy of successfully serving US federal agencies and global industry. CFDRC's initial focus on Computational Fluid Dynamics (CFD) produced a suite of software products (e.g. CFD-ACE+, CFD-FASTRAN) which achieved worldwide use. Since 2004, CFDRC has focused on the developments of innovative designs, prototypes and more advanced simulation software. CFDRC has expanded its biomedical laboratories, engineering test and evaluation facilities and further developed its multi-physics, multi-disciplinary simulation capabilities. As a result, CFDRC has become an excellent Technology Incubator to provide high-value products and services.

In 2016 CFDRC was awarded the "Corporate Innovator of the Year" by the Economic Development Partnership of Alabama for its work developing software and hardware concepts, designs, prototypes, and products. "I am proud that CFDRC, its associates, and partners, were recognized by EDPA for this prestigious award," said Dr. Ashok Singhal, founder and

chairman. "When we founded this company in 1987, innovation was at the heart of our values and the results have shown with over 65 patents, 20+ technology transitions, and two corporate spin-outs, including SynVivo."

RTN and CFDR established a thoughtful and collaborative Mentor Protégé relationship that centered on process improvement, strategic growth and enhancement of their diverse capabilities in the aerospace and defense space and commercial industries. The team's initial accomplishments are the result of the use of a thorough needs assessment and strategic planning session (with CFDR leadership and RTN business leaders). To this end, CFDR is transitioning into a more agile organization, achieving AS9100 Rev C. Quality Certification and progressing on CMMI Certification to level 2+. Agreement accomplishments include the following:

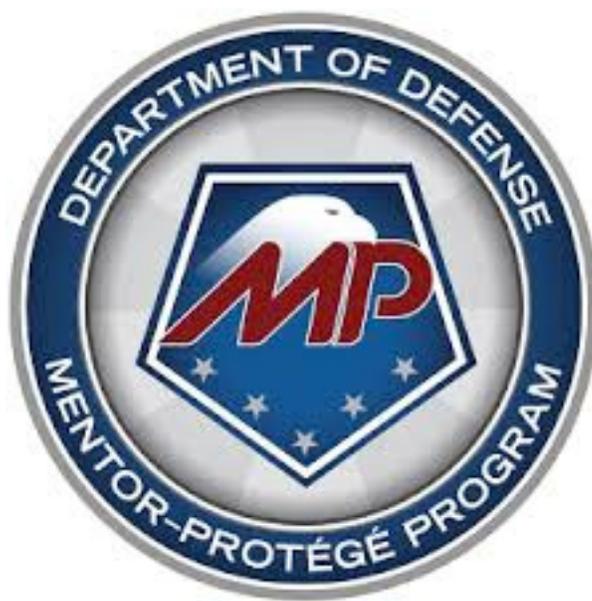
- Employee Count Growth: Start 91, Currently: 111 - a 21% growth
- Obtained AS9100/ISO9001 Certification of their Quality Management System
- Enhanced collaboration with Raytheon on Phase 1 and 2 SBIR developments.
- Extensive leadership and program management training
- Extensive business & quality process improvement and sales & marketing enhancements

The purpose of the Mentor-Protégé Program is to provide incentives for DoD contractors to assist small businesses in enhancing their capabilities, and to increase participation of such firms in Government and commercial contracts.

Mr. Lee Rosenberg, Director, MDA Office of Small Business Programs said, "The Mentor-Protégé Program benefits the Missile Defense Agency, by fostering lasting partnerships between large business prime contractors who support the Agency and small innovative businesses that have capabilities we can use." Mentors are prime contractors who agree to promote and develop small businesses, by providing developmental assistance designed to amplify the business success of the protégé. The Mentor-Protégé Program is designed to encourage the mentor to provide beneficial developmental assistance to the protégé.

The Mentor-Protégé Program strengthens subcontracting opportunities for small businesses and enhances contracting goal achievements for MDA. When looking at proposed Mentor-Protégé Agreements to approve, Rosenberg says he is always looking for the 'Win-Win-Win.' "The wins for the large and small businesses involved are inherent to the agreement. That third win is the payoff for the Agency, based on the terms of the agreement," he said. "This return on our investment in DoD dollars is the growth in the small business industrial base supporting MDA."

Congratulations to all awardees.





<b>LEGEND</b>						
Anticipated		Draft RFP OR Final RFP		RFP Closed		Awarded
<b>ALL DATES NO EARLIER THAN:</b>						
Solicitation	Contract Number	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date	Awarded
HQ0147-16-R-0010		Human Resources	TBD	TBD	TBD	
HQ0147-17-R-0019		Public Affairs Support	RFI 5/2/2017	TBD	TBD	
HQ0147-17-R-0018		Protocol Support	RFI 4/18/2017	TBD	TBD	
HQ0147-16-R-0015		SBSA - Information Technology Management and Analysis	7/8/2016	TBD	TBD	
HQ0147-16-R-0018		SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	10/3/2016	2/21/2017	4/17/2017	
HQ0147-16-R-0008		F&O - BMDS CSM/CND	10/7/2015 & 1/15/2016	10/17/2016	12/6/2016	
HQ0147-16-R-0017		F&O - Agency Advisory & Analytical Support	8/15/2016	9/30/2016	12/13/2016	
HQ0147-16-R-0002		SBSA - Predictive BMDS Engineering	8/5/2016	9/7/2016	10/24/2016	
HQ0147-16-R-0005		SBSA - Cybersecurity Compliance and Risk Management	5/23/2016	8/29/2016	10/18/2016	
HQ0147-16-R-0016		SBSA - International Engineering	5/16/2016	7/21/2016	8/23/2016	
HQ0147-15-R-0017		SDVOSB - Facilities, Logistics and Space Management	8/13/2015	9/2/2015	10/5/2015	
HQ0147-15-R-0055		SBSA - Business Operations	TBD	TBD	TBD	
HQ0147-16-R-0006		SBSA - VIPC	TBD	TBD	TBD	
HQ0147-15-R-0007	HQ0147-16-C-0013	SBSA - Quality and Mission Assurance	Awarded To:	a.i. solutions Inc.		12/9/2015
HQ0147-15-R-0008	HQ0147-16-C-0015	SBSA - Safety	Awarded To:	A-P-T Research Inc.		1/5/2016
HQ0147-15-R-0011	HQ0147-16-C-0030	F&O - Warfighter Integration	Awarded To:	Parsons Government Services Inc.		3/31/2016
HQ0147-15-R-0014	HQ0147-16-C-0024	SBSA - Environmental Management	Awarded To:	Mabbett & Associates Inc.		4/22/2016
HQ0147-15-R-0027	HQ0147-16-C-0034	SBSA - Test Exercise, and Wargames	Awarded To:	Millennium Engineering and Integration		4/29/2016
HQ0147-15-R-0032	HQ0147-16-C-0033	SDVOSB - Office Administration	Awarded To:	Yorktown Systems Group, Inc.		5/3/2016
HQ0147-15-R-0012	HQ0147-16-C-0036	F&O - Counterintelligence	Awarded To:	ManTech Advanced Systems International, Inc.		5/10/2016
HQ0147-15-R-0009	HQ0147-16-C-0037	F&O - Security Programs	Awarded To:	Booz Allen Hamilton		5/10/2016
HQ0147-15-R-0016	HQ0147-16-C-0038	F&O - Intelligence Program	Awarded To:	Booz Allen Hamilton		5/19/2016
HQ0147-15-R-0022	HQ0147-16-C-0040	SBSA - Cybersecurity Engineering	Awarded To:	nou Systems, Inc.		5/26/2016
HQ0147-15-R-0021	HQ0147-16-C-0041	SBSA - Logistics	Awarded To:	Venturi Inc.		6/13/2016
HQ0147-15-R-0013	HQ0147-16-C-0047	SBSA - Acquisition	Awarded To:	BCF Solutions, Inc.		6/17/2016
HQ0147-16-R-0003	HQ0147-16-C-0042	F&O - Weapons and Missile Engineering	Awarded To:	Parsons Government Services Inc.		6/30/2016
HQ0147-16-R-0014	HQ0147-16-C-0057	SDVOSB - Strategic Planning	Awarded To:	Strategic Alliance Business Group		7/7/2016
HQ0147-16-R-0004	HQ0147-16-C-0070	F&O - C3BM Engineering	Awarded To:	Parsons Government Services Inc.		8/3/2016
HQ0147-16-R-0011	HQ0147-16-C-0077	SBSA - Test Provisioning	Awarded To:	Torch Technologies		9/22/2016
HQ0147-15-R-0024	HQ0147-17-C-0007	SBSA - International Affairs	Awarded To:	Allied Associates International, Inc.		11/8/2016
HQ0147-16-R-0009	HQ0147-17-C-0028	F&O - BMD Systems Engineering (including M&S)	Awarded To:	Parsons Government Services Inc.		3/23/2017
HQ0147-17-R-0001	HQ0147-17-C-0034	F&O - Facilities Life Cycle Management	Awarded To:	Parsons Government Services Inc.		5/23/2017



## CURRENT AND UPCOMING MDA REQUIREMENTS (OTHER THAN TEAMS)

SOLICITATIONS ISSUED (ALL DATES NO EARLIER THAN)					
Solicitation	NAICS/ Size Standard	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date
HQ0147-16-R-0022	541511 / \$27.5M	SBSA - Modeling and Simulation Contract (MASC)	5/24/2017	TBD	TBD
HQ0147-15-R-0047	541511 / \$27.5M	F&O - Modeling and Simulation Contract (MASC)	4/29/2016	TBD	TBD
HQ0147-15-ATI-BAA	541712 / 1,250	Advanced Technology Innovation (ATI) Broad Agency Announcement (BAA) for the MDA Advanced Technology	2/26/2015	3/2/2015	3/1/2017 EST
HQ0147-16-R-0051	541330 / 38.5M	Radar Test Contract (RTC)	11/17/2016	5/1/2017	6/22/2017
HQ0796-17-R-0001	541513 / \$27.5M	Research and Development Enterprise Collaboration Services (RECS)	11/16/2016	6/6/2017	8/4/2017
HQ0147-17-R-0002	541712 / 1,250	Modified Ballistic Re-entry Vehicles (MBRV) and Re-Entry Vehicle Separation Modules (RVSM)	11/30/2016	5/2/2017	6/30/2017

Source Sought / RFIs Issued - RFPs Anticipated				
Solicitation	NAICS/ Size Standard	Announcement	RFI Issued	Estimated Draft RFP Date
16-MDA-8779	541330 / \$38.5M	MDA THAAD - Development, Product Support, and Sustaining and Engineering Services	9/22/2016	TBD
MDA16DACNSN01	336415 / 1,250	GMD-Development, Operations and Sustainment, and Production (DOSP)	6/14/2017	TBD
MDA17DERFI01	541712 / 1,250	Advanced Threat Missile Defense (ATMD) Weapon	1/4/2017	TBD
MDA17DTRFI01	517919 / \$32.5M	Operation and Maintenance of MDA Owned Sensor and Communications Instrumentation	1/4/2017	TBD
MDA17DERFI02	336414 / 1,250	BMD Space Sensor Architecture	2/6/2017	TBD
MDA17DTRFI02	541712 / 1,250	Advanced Research Center (ARC) Industry Day	5/8/2017	TBD
MDA17DTRFI03	541712 / 1,250	Advanced Research Center (ARC)	5/8/2017	TBD
MDA17BCRFI01	541511 / \$27.5M	MDA Cross Domain Solution for Foreign Military Sales	5/9/2017	TBD
MDA17SNRFI01	334511 / 1,250	Homeland Defense Radar - Hawaii (HDR-H)	5/26/2017	TBD
HQ0147-17-BAA-RFI_HALE	541712 / 1,250	5High Altitude Long Endurance (HALE) Unmanned Aircraft	6/13/2017	TBD

SOLE SOURCE			
Solicitation	NAICS/ Size Standard	Announcement	Announcement Date
HQ0147-16-R-0024	336414 / 1,250	Solicitation Announcement for THAAD Lot 9 Interceptors, One Shot Devices - Lockheed Martin	6/1/2016
HQ0147-17-R-0026	541712 / 1,250	Analytical services in support of the Director of Engineering's Quick Response Team-SAIC	11/29/2016
HQ0147-18-R-0001	811219 / \$20.5M	Sensors Directorate (SN) Contractor Logistics Support-Raytheon	10/25/2016
HQ0147-17-R-0017	334511 / 1,250	FLIR Wide Area Surveillance System	3/30/2017

# A Huge Success -- 2017 Annual Missile Defense Agency Small Business Conference

The Missile Defense Agency (MDA) co-hosted the MDA Small Business Conference along with the National Defense Industrial Association (NDIA) and Woman in Defense - Tennessee Valley Chapter (TVC). The conference was held at the Von Braun Center - South Hall in Huntsville, AL, June 21 & 22th. It took an amazing team of dedicated individuals to make this year's Annual MDA Small Business Conference a huge success. This year's conference captured an audience of approximately 505 attendees. Attendees traveled and brought innovative small business ideas from 37 different states.

Madison's Mayor, the Hon. Paul Finley and Huntsville's City Administrator, John Hamilton, provided welcoming remarks. Dr. James Galvin, Acting Director, Office of the Under Secretary of Defense for Acquisition, Technology, and Logistics/Office of Small Business Programs OUSD (AT&L)/OSBP kicked-off the conference with valuable information for the Small Business at a Department of Defense (DoD) level. Followed by Mr. Richard Matlock, the MDA Program Executive for Advanced Technology, who provided an excellent strategic look into the future. The central theme of this event was to provide insight into the MDA's major programs and opportunities for small businesses. The Ground Based Mid-Course Defense System (GMDS) Development, Operations and Sustainment, and Production (DOSP) next acquisition; Advanced Research Center (ARC) next acquisition; and Technical, Engineering, Advisory, Management and Support (TEAMS) next acquisition provided acquisition updates. Information about MDA Cybersecurity Requirements for Small Businesses was presented both day.

A notable highlight of the conference consisted of several members of MDA Small Business Advocacy Council (SBAC) supporting a collaborative panel answering questions regarding small business concerns. (For additional information regarding the MDA SBAC, please visit [http://www.mda.mil/business/bus\\_mdasbac.html](http://www.mda.mil/business/bus_mdasbac.html)) The evening ended with a reception providing networking opportunities for all attendees.

Day two continued with an Acquisition Town Hall Forum presented by Ms. Laura DeSimone, MDA Director for Acquisition; Ms. Karla Jackson, MDA Director of Contracts, Michael O'Neil,



MDA Competition Advocate and Mr. Lee Rosenberg, MDA Small Business Director. Mr. John James, MDA Executive Director, also briefed at the conference presenting an overview of the important values and mission focus held by MDA.

The conference concluded with four hours dedicated to matchmaking with the small business. There were 36 matchmaking tables and MDA OSBP received matchmaking support from most MDA program offices, prime contractors, and other government Agency small business offices.



This annual conference provided a forum where senior MDA leadership could communicate directly with a large forum of small businesses interested in doing business with the Agency. It allowed those small businesses to learn about MDA's upcoming requirements and provided a forum to interface with MDA program offices and large business prime contractors to further their business development efforts. The conference also provided an opportunity for small business to educate agency personnel on their capabilities. The MDA OSBP is very appreciative of support received at this year's event. Team members of NDIA-TVC, especially Mr. Jeff Gronberg and Mr. Bob English, provided superior support to the Agency. The MDA's internal support as well as the members of the Women in Defense, NDIA-TVC conference sponsors and exhibitors made this year's conference a huge success. Comments expressed to the OSBP have been extremely positive. Please provide any additional feedback to [outreach@mda.mil](mailto:outreach@mda.mil) and be sure to fill out the feedback survey you received from NDIA-TVC.

**Tina Barnhill**

## Small Business FAR Changes

Some major changes in the Federal Acquisition Regulation (FAR) took place over the past several months that affect small businesses. One of the changes designed to improve subcontracting with small business concerns is to hold large, prime contractors more accountable to their own subcontracting plans by mandating written justification when plans are not met.

The recent changes establish additional requirements for a small business subcontracting plan:

- A subcontracting plan from a large business offeror must demonstrate good-faith effort to use its proposed small business subcontractors during performance to the same degree as indicated when the bid or proposal was prepared. The plan must also contain assurances that the contractor will provide the contracting officer (CO) a written explanation within 30 days of contract completion if the contractor fails to achieve the good faith effort in fulfilling the plan objectives.
- Contract Officers (COs) can require subcontracting goals to be based on total contract dollars, in addition to the previous method of basing goals on subcontract dollars. Thus, a plan may contain two sets of goals. This potentially achieves greater benefits for small businesses, as the basis for the plan's accomplishments becomes actual subcontracting dollars as a share of contract performance as opposed to goals of whatever work the prime decides to subcontract.
- The plan must contain assurances that the contractor will not prohibit a subcontractor from discussing with the CO any material matter pertaining to payment or use of a subcontractor.

CO's can now also require a subcontracting plan where a small business re-represents its size as other than small in accordance with FAR 52.2 19-28 and the dollar value meets the FAR requirement for a subcontract plan. That clause requires re-representation of size status following certain events, such as a corporate merger or extension of long-term contracts (more than five years duration, including options where the CO must obtain size certification prior to exercising an option). If the contractor cannot re-represent its small business status, it is considered other than small and must submit a small business subcontracting plan.

In addition, subcontracting plans are now required when a contract modification brings the contract value above the threshold for requiring a plan.

Finally, for indefinite-delivery, indefinite quantity (IDIQ) contracts, the CO may establish subcontracting goals at the order level, but may not require a new subcontracting plan at the order level.

**Jerrol Sullivan**

## eSBIE Registration Steps

### Have the following information ready:

1. 9-digit DUNS number
2. Company contact information
3. Company socioeconomic categories
4. Up to 10 VALID 2012 NAICS codes
5. Company facility clearance
6. Two points of contact

### How to Register:

1. Go to [http://www.mda.mil/business/smallbus\\_programs.html](http://www.mda.mil/business/smallbus_programs.html)
2. Click on the 'OSBP Directory' button on the right side of the page
3. Click on the 'Register' button at the top of the page and enter the information you collected earlier
4. Click on the 'Submit' button and stand by while we review your application for authenticity

## Missile Defense Agency (MDA) How to do business with MDA?

- Send the MDA Office of Small Business Programs (OSBP) an email requesting a meeting or teleconference) to: [nancy.hamilton.ctr@mda.mil](mailto:nancy.hamilton.ctr@mda.mil)
- Attach your company capability statement, briefing or overview with your initial request. You will be sent a reply with several dates and times that are available on the OSBP Directors calendar and the option to choose one that will work with your schedule.
- For face-to-face meetings our office can provide access to Redstone Arsenal by way of a visitor pass. You will be provided with directions and a map to our location in Von Braun III, Bldg. 5224.
- For teleconferences our office can provide multiple call-in lines if required.
- All small business capability briefings are scheduled for one hour in duration.



# Meet Our Staff

**Ms. Genna Wooten**  
Deputy Director, MDA



**Mr. Jerrol Sullivan**  
Subcontract Manager, MDA



**Ms. Ruth Dailey**  
Mentor Protégé Manager, MDA



**Ms. Becky Martin**  
Speciality Program Manager, MDA



**Ms. Christina "Tina" Barnhill**  
Outreach Manager, MDA



Office of Small Business Staff  
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<https://esbie.mda.mil>  
[outreach@mda.mil](mailto:outreach@mda.mil)  
256-450-2872

**Mr. William "Rex" Bailey**  
Analyst, BCF Solutions



**Ms. Nancy Hamilton**  
Administrative Assistant, YorktownSystems Group



**Mr. Chad A. Rogers**  
Sr. Analyst, BCF Solutions



# 2017 Calendar of Events

- July 21, ChallengeHER, Silver Springs, MD
- July 27, Ohio HUBZone MM, Columbus, OH
- August 8-10, SMD Symposium, Huntsville, AL
- August 15-18, Mentor Protege Conference Chicago, IL
- August 16, Government Procurement Conference, Arlington, TX
- August 21-24, Navy Gold Coast, San Diego, CA
- September 18-22, AFA Air, Space & Cyber, National Harbor, MD
- September 19, 5th Annual B2G Conference & Expo, Baltimore, MD
- October 9-12, AUSA, Washington, DC
- October 12-13, National HUBZone, Chantilly, VA



## OSBP Staff

**Lee Rosenberg**, *Director*  
**Genna Wooten**, *Deputy Director*  
**Jerrold Sullivan**, *Subcontracting Program Manager*  
**Becky Martin**, *eSRS Manager*  
**Ruth Dailey**, *Mentor-Protégé Manager*  
**Tina Barnhill**, *Outreach Manager*  
**Nancy Hamilton**, *Sr. Administrative Assistant - Yorktown Systems Group*  
**Chad Rogers**, *Sr. Analyst - BCF Solutions*  
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For additional information regarding Subcontracting activities at MDA, please email us at [subcontracting-oversight@mda.mil](mailto:subcontracting-oversight@mda.mil).

For additional information regarding Outreach activities at MDA, please email us at [outreach@mda.mil](mailto:outreach@mda.mil).

## Websites of Interest

**MDA Office of Small Business Programs**  
[www.mda.mil](http://www.mda.mil)

**MDA Marketplaces and Directory**  
[www.mda.mil/business/smallbus\\_programs.html](http://www.mda.mil/business/smallbus_programs.html)

**MDA Business Acquisition Center**  
[www.mda.mil/business/acquisition\\_center.html](http://www.mda.mil/business/acquisition_center.html)

**MDA SBIR/STTR Programs**  
[www.mdasbir.com](http://www.mdasbir.com)

**Fed Biz Opps**  
[www.fbo.gov](http://www.fbo.gov)

**Electronic Subcontracting Reporting System (eSRS)**  
[www.esrs.gov](http://www.esrs.gov)

**MDA Small Business Advocacy Council**  
[www.mda.mil/business/bus\\_mdasbac.html](http://www.mda.mil/business/bus_mdasbac.html)

**MDA Unsolicited Proposal Guide**  
[www.mda.mil/global/documents/pdf/MDA\\_Unsolicited\\_Proposal\\_Guide.pdf](http://www.mda.mil/global/documents/pdf/MDA_Unsolicited_Proposal_Guide.pdf)