



Missile Defense Agency Office of Small Business Programs

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Message from the Director Lee Rosenberg

We just completed our annual Missile Defense Agency Small Business Conference. For those in attendance, you know what a fantastic conference it was. I was thrilled to see the 400 + attendees absorb every word from our tremendous lineup of speakers. The feedback I've received so far, confirms my belief that we hit the mark in providing a great return on investment for those small business attendees. Many of our briefers covered the future of missile defense and what the Agency's priorities are going into the future. Clearly, the overriding theme was that the threat is moving out faster than anticipated and while today our deployed systems meet the current threat, we will have to move out quickly to ensure we stay ahead of the ever evolving missile threats that we will face in the future. Our primary focus in the Agency going into the future devolve around three objectives:

1. Continued focus on increasing our current system reliability to build warfighter confidence
2. Increase engagement capability and capacity
3. Rapidly addressing the advanced threat that's looming on the horizon

Moving into the future, each of these areas will provide opportunities for small businesses to assist the Agency in meeting our objectives.

Within these objectives, from a technology perspective, the Agency has four focus areas to which we are paying attention:

1. Defense against hypersonics
2. Boost phase defense
3. Directed energy development
4. Space control

For those small businesses who are developing technologies that we can use in the those areas, we are actively seeking your support, whether it be through our Small Business Innovative Research (SBIR) Program; through our Small Business Technology Transfer (STTR) Program; through our participation in the Department of Defense (DoD) Rapid Innovation Funding (RIF) Program; through white papers in response to our Advanced Technology Initiative (ATI) Broad Agency Announcement (BAA) and the special topics contained therein; through responses to our requests for information; or in partnership with our large business system developers. Your ideas and innovative approaches to addressing these focus areas can contribute immensely to our ability to rapidly field capability to our warfighters, so they can continue to effectively counter the emerging threats from around the world.

For those of you keeping up with what is happening in our office, a few updates. Recently, we bid farewell to an outstanding teammate and colleague, Ms. Becky Martin, who retired from government service in May. Becky was a stalwart in our office as a market research expert and she provided various program offices with great support in their acquisition planning; always ensuring that we were maximizing small business utilization in the resulting acquisition strategies. She will be sorely missed as she transitions into retirement, but we wish her and her husband, Ricky, all the best as they enter this new phase in their lives.

Also, another valued member of our team, Ruth Dailey, our DoD Mentor Protégé Program Manager, will be retiring in August. She has also been a stalwart in the office, building a tremendous program that is the model for the entire Department. We also wish her the

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Category Management and Best in Class

Genna Wooten

One of the duties I have as a Small Business Advocate is to help keep small businesses informed of current and upcoming changes that may affect the small business community. One of the most recent changes that may impact a large part of our small business industrial base is the added emphasis that the Federal Government and the Department of Defense is placing on Category Management with a focus on “Best-In-Class” (BIC) contracts. The Office of Federal Procurement Policy (OFPP) has released a draft circular on category management that, in its final form, may apply pressure on contracting officials to use more government-wide vehicles and multiple-award contracts through assignment of goals for the use of such contracts.

Category Management is defined as an approach implemented by the Federal Government to buy services smarter, with more efficiency and more like a single enterprise. BIC is defined as a contracting and acquisition designation used across the government to denote contracts and vehicles that meet rigorous category management performance criteria. These contracts are generally indefinite delivery, indefinite quantity (IDIQ) types of contracts. Some of these contracts may have strict past performance criteria to receive an award of a base contract in order to compete for task orders.

Category Management is intended to enable the government to eliminate redundancies, increase efficiency, and deliver more value and savings for the government’s acquisition programs. However, one concern is that it can have a negative impact on increasing opportunities for small businesses to participate in Federal Government acquisitions and agencies initiatives to meet assigned small business goals, thereby reducing the number of small businesses receiving contract opportunities to bring their capabilities, innovation and cost effectiveness to Federal service contracts. Additionally, with implementation of the OFPP category management policy, agencies will need to carefully track not only aggregate small business participation, but whether; and to what extent, the composition of that participation changes under category management. In other words, what are your current customers’ plans into the future for acquiring the services you provide? Will they be shifting to BIC contracts? Are you on those BIC contracts? Do you know when the next “on ramps” for those contracts are being solicited? One way to keep small businesses in the prime contracting fold is for the BIC multiple-award contracts to offer “on-ramps” and “off-ramps” more often, so small firms would not have to wait too long for a re-compete on the small business portions.

Currently, there are 19 Government Wide Categories with multiple subcategories. The 19 categories are:

- | | |
|--|---|
| 1. IT | 11. Aircraft, Ships, Submarines, & Land Combat Vehicles |
| 2. Professional Services | 12. Clothing, Textiles & Subsistence S&E |
| 3. Security and Protection | 13. Electronic & Communication Services |
| 4. Facilities and Construction | 14. Electronic & Communication Equipment |
| 5. Industrial Products and Services | 15. Equipment Related Services |
| 6. Office Management | 16. Miscellaneous S&E |
| 7. Transportation and Logistics Services | 17. Research & Development |
| 8. Travel and lodging | 18. Sustainment S&E |
| 9. Human Capital | 19. Weapons & Ammunition |
| 10. Medical | |

Within these 19 Government Wide Categories, there are currently 32 contract vehicles designated as BIC that can be used by multiple agencies to meet Government requirements for goods and services. These BIC contracts are found at:

https://www.acq.osd.mil/dpap/ss/docs/Best_In_Class_Contracts_12.22.17.pdf

For additional information on Category Management and Best in Class, you can visit the following resources:

<https://hallways.cap.gsa.gov>

<https://Business.defense.gov>

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

<https://www.gsa.gov>

If you want to remain competitive in the Federal Government services marketplace, now is the time to learn more about Category Management and how it might affect the market in which you currently do, or want to do, business and see how you can position yourself to best compete into the future.

Continued from Page 1...

best as she transitions into retirement. Christina Barnhill will be taking over the duties as the Mentor Protégé Program Manager and will, I'm sure, continue the great legacy of our program created by Ruth's outstanding efforts.

Hopefully, by the next newsletter printing, I'll be able to announce selections for the positions vacated by Becky and Ruth.

In summary, you can see that we live in a very dynamic and ever changing environment that requires the innovative talent and management skills of both our workforce and the contractors that support us. If you are willing to meet the challenges that lie ahead for us, I encourage that you bring your innovation and talent to bear and find your niche within the Agency's very critical mission of defending this nation from the current and emerging worldwide missile threats.



Changes in the Outreach Program

I would like to start out by saying that our office is changing and you will be seeing a lot of new blood coming in over the next few months. Titles are changing and people are retiring, leaving big shoes to be filled. With the pending retirement of Ruth Dailey, Christina Barnhill has now moved over as the Mentor Protégé Manager, leaving me to take over, at least temporarily, as Outreach Manager.

We meet with small businesses all over the United States, time and time again, informing them of opportunities that we have as an Agency, and how they can most effectively market their capabilities to hopefully, one day, have a hand in building the Nation's Ballistic Missile Defense System. With that said, we have to continually ensure we meet our Mission to provide the Missile Defense Agency access to the efficiency, innovation, and creativity offered by small businesses; along with our Vision to be

an integral player and value-added advisor in the development of the MDA acquisition strategies to ensure compliance with laws, directives, goals, and objectives related to small business initiatives. We also have to continue to serve as a facilitator for accessing untapped small business resources, and to serve as an advocate for small business in MDA procurements, ensuring that we keep this in mind while searching for outreach events to attend.

Over the next several months, our office will be looking for new and untapped sources to find small businesses that have the capabilities that MDA needs to advance our system. If we can be of any assistance, please feel free to reach out to us by calling our office or emailing us at outreach@mda.mil. We will be glad to assist you in any way that we can.

Chad Rogers

Subcontracting Plans for IDIQ Contracts

There are essentially two ways in which subcontracting plans under IDIQ contracts may be developed. A master plan for the base contract that does not contain dollar goals until task orders are issued, or both a master plan and individual plans for each task order. FAR 19.701 defines master subcontracting plan:

“Master subcontracting plan” means a subcontracting plan that contains all the required elements of an individual subcontracting plan, except goals, and may be incorporated into individual subcontracting plans, provided the master subcontracting plan has been approved.

While agencies have the flexibility to use either approach, we prefer the first. Requiring individual plans for each task order means more monitoring and administrative actions that we do not believe add particular value. However, the contracting officer must monitor the contractor’s performance and review changes to the subcontracting plan prior to awarding a task order in excess of \$700,000 (\$1.5 million for construction). Only the awarding contracting office may modify the subcontracting plan. FAR 19.702(a) states:

“(1) In negotiated acquisitions, each solicitation of offers to perform a contract that is expected to exceed \$700,000 (\$1.5 million for construction) and that has subcontracting possibilities, shall require the apparently successful offeror to submit an acceptable subcontracting plan. If the apparently successful offeror fails to negotiate a subcontracting plan acceptable to the contracting officer within the time limit prescribed by the contracting officer, the offeror will be ineligible for award.

(2) In sealed bidding acquisitions, each invitation for bids to perform a contract that is expected to exceed \$700,000 (\$1.5 million for construction) and that has subcontracting possibilities, shall require the bidder selected for award to submit a subcontracting plan. If the selected bidder fails to submit a plan within the time limit prescribed by the contracting officer, the bidder will be ineligible for award.

(3) Each contract modification that causes the value of a contract without a subcontracting plan to exceed \$700,000 (\$1.5 million for construction) shall require the contractor to submit a subcontracting plan for the contract, if the contracting officer determines that subcontracting opportunities exist.”

“The contractor is required to report “subcontracting achievements” as found at FAR 19.704 specifically:

(a) Each subcontracting plan required under 19.702(a)(1), (2), and (3) shall include-

(10) Assurances that the offeror will-

(iii) After November 30, 2017, include subcontracting data for each order when reporting subcontracting achievements for indefinite-delivery, indefinite-quantity contracts intended for use by multiple agencies;

(iv) Submit the Individual Subcontract Report (ISR), and the Summary Subcontract Report (SSR) using the

Electronic Subcontracting Reporting System (eSRS) (<http://www.esrs.gov>), following the instructions in the eSRS.

(A) The ISR shall be submitted semi-annually during contract performance for the periods ending March 31 and September 30. A report is also required for each contract within 30 days of contract completion. Reports are due 30 days after the close of each reporting period unless otherwise directed by the contracting officer. Reports are required when due, regardless of whether there has been any subcontracting activity since the inception of the contract or the previous reporting period. When a contracting officer rejects an ISR, the contractor is required to submit a revised ISR within 30 days of receiving the notice of the ISR rejection.”

“The Small Business Administration (SBA) regulation at 13 CFR 125.3 below provides additional guidance:

(h) Multiple award contracts. (1) Except where a prime contractor has a commercial plan, the contracting officer shall require a subcontracting plan for each multiple award indefinite delivery, indefinite quantity contract (including Multiple Award Schedule), where the estimated value of the contract exceeds the subcontracting plan thresholds in paragraph (a) of this section and the contract has subcontracting opportunities.

(2) Contractors shall submit small business subcontracting reports for individual orders to the contracting agency on an annual basis.

(3) The agency funding the order shall receive credit towards its small business subcontracting goals. More than one agency may not receive credit towards its subcontracting goals for a particular subcontract.

(4) The agency funding the order may in its discretion establish small business subcontracting goals for individual orders, blanket purchase agreements or basic ordering agreements.”

FAR 19.702(b) provides that:

Subcontracting plans are not required-

(1) From small business concerns;

(2) For personal services contracts;

(3) For contracts or contract modifications that will be performed entirely outside of the United States and its outlying areas; or

(4) For modifications that are within the scope of the contract and the contract does not contain the clause at 52.219-8, Utilization of Small Business Concerns.”

In summary, subcontracting plans under IDIQ contracts may be developed as a master plan for the base contract that does not contain dollar goals until task orders are issued, or both a master plan and individual plans for each task order.

Let's Talk About The Mentor Protégé – What You Need To Know

The Department's Mentor-Protégé Pilot Program 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 (SDBs) did not possess the technical capabilities to perform DoD subcontract requirements making it difficult for these prime contractors to achieve their SDB subcontracting goals.

Current Status:

- Reauthorized November 25, 2015, via National Defense Authorization Act (NDAA) 2016
- Direct reimbursement of costs and credit towards subcontracting goals may be incurred through September 30, 2018 (IAW Public Law 114-92, Section 861, subsection (j)(2))

Program Objectives:

- Furnishing technical and business assistance to SDBs that employ the severely disabled, Women-Owned Small Businesses (WOSB), Service-Disabled Veteran-Owned and Controlled Businesses (SDVOSB) and Qualified HUBZone Small Businesses
- Enhancing their capabilities to satisfy DoD and other contract and subcontract requirements
- Increasing the overall participation of protégé firms to perform as subcontractors and suppliers under DoD, other Federal agency, and commercial contracts
- Fostering the establishment of long-term business relationships which benefit DoD and the Defense Industrial Base (DIB)
- Increasing DoD Protégé firms' technical and business infrastructure capabilities to contract with DoD or other Federal agencies
- Demonstrating benefits to the Warfighter through technology transfer: Prototyping, Testing, Evaluation

Key Factors for the Mentor Protégé Program (MPP) Agreement:

- Establish a quality relationship between the Mentor and Protégé.
 - "It's like marriage; you have to date prior to getting married."
 - Recommended timeframe is 12-18 months before applying for the MPP.
- Identify mutual benefits for the Mentor and the Protégé prior to selecting a candidate.
- Ensure goals and priorities for both companies are aligned prior to the agreement.
- Ensure the Mentor and Protégé company leadership is committed to the program.
- Ensure there is strong communication between the Mentor, Protégé, and the Agency PM.

New MPP Mentor Eligibility

To be eligible to participate as a mentor, an entity must:

- Be eligible for the award of Federal contracts.
- Demonstrate that it:
 - Is qualified to provide assistance that will contribute to the purpose of the Program.

- Is of good financial health and character.
- 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 that such entity.
 - Received DoD contracts and subcontracts equal to or greater than \$100 million during the previous fiscal year.
 - Is an other-than-small business, unless a waiver to the small business exception has been obtained from the Director, Small Business Programs (SBP), OUSD(AT&L).
 - Is a prime contractor to DoD with an active subcontracting plan.
 - Has graduated from the 8(a) Business Development Program and provides documentation of its ability to serve as a mentor.

New Protégé Eligibility

To be eligible to participate as a protégé, an entity must be:

- A small business concern.
- Eligible for the award of Federal contracts.
- Less than half the Small Business Administration (SBA) size standard for its primary North American Industry Classification System (NAICS) code.
- Not owned or managed by individuals or entities that directly or indirectly have stock options or convertible securities in the mentor firm.
- At least one of the following:
 - A qualified HUBZone small business concern.
 - A women-owned small business concern.
 - A service-disabled veteran-owned small business concern.
 - An entity owned and controlled by an Indian tribe.
 - An entity owned and controlled by a Native Hawaiian organization.
 - An entity owned and controlled by socially and economically disadvantaged individuals.
 - A qualified organization employing severely disabled individuals.
 - A nontraditional defense contractor.
 - An entity that currently provides goods or services in the private sector that are critical to enhancing the capabilities of the defense supplier base and fulfilling key DoD needs.

For more information about the DoD Mentor Protégé Program visit <http://business.defense.gov/Programs/mentor-protége-program>.



LEGEND						
Anticipated		Draft RFP OR Final RFP		In Source Selection		Awarded
ALL DATES NO EARLIER THAN:						
Solicitation	Contract Number	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date	Awarded
HQ0147-16-R-0010		F&O - VIPC	7/20/2018	TBD	TBD	
HQ0147-17-R-0018		WOSB - Protocol Support	5/11/2018	6/14/2018	7/16/18	
HQ0147-18-R-0006		SBSA - Human Resources	1/23/2018	4/16/2018	5/25/2018	
HQ0147-15-R-0055		SBSA - Business Operations	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
HQ0147-16-R-0008	HQ0147-17-R-0055	F&O - BMDS CSM/CND	Awarded To:	Booz Allen Hamilton		8/15/2017
HQ0147-15-R-0017	HQ0147-18-C-0004	SDVOSB - Facilities, Logistics and Space Management	Awarded To:	Strategic Alliance Business Group		10/4/2017
HQ0147-16-R-0002	HQ0147-18-C-0001	SBSA - Predictive BMDS Engineering	Awarded To:	Torch Technologies		10/19/2017
HQ0147-16-R-0018	HQ0147-18-C-0003	SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	Awarded To:	Modern Technology Solutions, Inc.		10/30/2017
HQ0147-16-R-0016	HQ0147-18-C-0016	SBSA - International Engineering	Awarded To:	PeopleTec, Inc.		1/16/2018
HQ0147-16-R-0005	HQ0147-18-C-0012	SBSA - Cybersecurity Compliance and Risk Management	Awarded To:	Decisive Analytics Corporation		1/26/2018
HQ0147-17-R-0019	HQ0147-18-C-7121	8(a) - Public Affairs Support	Awarded To:	Digitalspec, LLC		2/14/2018
HQ0147-17-R-0017	HQ0147-18-C-0020	F&O - Agency Advisory & Analytical Support	Awarded To:	MacAulay-Brown Inc. (MacB)		4/18/2018
HQ0147-18-R-0004	HQ0796-18-C-0002	SBSA - Information Technology Management and Analysis	Awarded To:	Five Stones Research Corporation		8/8/2018



CURRENT AND UPCOMING MDA REQUIREMENTS (OTHER THAN TEAMS)

SOLICITATIONS ISSUED					
(ALL DATES NO EARLIER THAN)					
Solicitation	NAICS	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date
HQ0147-18-R-0009	541715	WOSB - Advanced Research Center (ARC)	3/13/2018	TBD	TBD
HQ0147-17-S-0001	541712	Advanced Technology Innovation (ATI) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology	3/1/2017	6/10/2018	OPEN
HQ0147-17-R-0015	541715	Type-4 (T4) Subscale Targets	12/08/2017	TBD	TBD
HQ0147-18-S-0002	541715	Hypersonic Defense Component Technology	4/27/2018	OPEN	OPEN
HQ0147-18-S-0001	541715	Concept Definition for Hypersonic Defense Weapon Systems	4/27/2018	OPEN	OPEN
HQ0147-15-R-0047	541511	F&O - Modeling and Simulation Contract (MASC)	4/29/2016	9/1/2017	11/1/2017
HQ0147-16-R-0022	541511	SBSA – Modeling and Simulation Contract, Truth Modeling and Element Representations (MASC-T)	5/24/2017	1/10/2018	3/14/2018
HQ0276-17-R-0003	541715	F&O Aegis Ashore Missile Defense Test Complex (AAMDTC) Operations and Support (O&S) Services		3/15/2018	5/15/2018
HQ0147-18-R-0002	541715	F&O High Power Amplifier Replacement	12/19/2017	3/23/2018	5/7/2018
HQ0147-18-R-0010	334511	HDR Multiple Award Indefinite Delivery Indefinite Quantity (ID/IQ)	4/18/2018	5/16/2018	6/15/2018
HQ0147-18-R-0025	334220	Zodiac Data Systems Transportable Telemetry Systems (TTS) Antennas		5/11/2018	5/15/2018
SOURCE SOUGHT / RFIS ISSUED - RFPS ANTICIPATED					
Solicitation	NAICS	Announcement	RFI Issued	Estimated Draft RFP Date	
HQ0147-17-BAA-RFI_HALE	541712	High Altitude Long Endurance (HALE) Unmanned Aircraft	7/12/2017	TBD	
HQ0276-18-R-0005	541715	Ballistic Missile (BM) Flight Test Missions (FTM) Support	3/20/2018	TBD	
MDA18DACNSN03	336419	Ground-Based Midcourse Defense In-flight Interceptor Communications System Data Terminal in Hawaii	5/10/2018	TBD	
MDA-18-DV-RFI01	541715	Analysis and Simulation Development for Advanced Concept Performance Assessment (DVS)	5/1/2018	TBD	
MDA18DERFI05	541715	BMDS Boost Phase Intercept (BPI)	5/21/2018	TBD	
MDA18THRFI01	541614	Terminal High Altitude Area Defense (THAAD) Life Cycle Product Support	5/24/2018	TBD	
SOLE SOURCE					
Solicitation	NAICS	Announcement	Notice Date	Award Date	
HQ0276-18-R-0002	336414	Standard Missile-3 Block 1B Missile Production and Integration Raytheon Missile Systems	3/20/2018		
DACW180114	336414	Aegis BMD Guided Missile, Standard Missile-3 (SM-3) Raytheon Missile Systems	3/13/2018		
HQ0147-17-C-0032	336414	THAAD Lot 9/10 Interceptors, One Shot Devices Lockheed Martin Missile and Fire Control	4/10/2017		
HQ0147-18-C-0013	336414	Technical Assistance Support for the Royal Saudi Air Defense Forces (RSADF) Terminal High Altitude Area Defense (THAAD) Foreign Military Sales (FMS)	1/19/2018		
HQ0147-14-C-0001	336414	Medium Range Ballistic Missile Targets	4/30/2018		

Mentor Protégé Program

Difference between DoD, SBA 8(a) Business Development (BD) and SBA All Small

Tina Barnhill

Many people still have questions regarding the difference between the DoD Mentor Protégé Program, SBA 8(a) Business Development (BD) and the SBA All Small program. The table below compares the differences within the three programs pertaining to source, purpose, funding, eligibility of Protégé and Mentors, max agreements, developmental assistance and mechanism to encourage Mentor participation.

	DoD	SBA 8(a) Business Development (BD)	SBA All Small
Source	Appendix I of 48 CFR Chapter 2 Established under Sec 831 of Pub. L. 101-510, the NDAA for FY 1991.	13 CFR 124	13 CFR 125.9 Established by the Small Business Jobs Act of 2010 and the NDAA 2013
Purpose	<ol style="list-style-type: none"> 1. Enhance the capabilities the protégé to perform as subcontractors and suppliers under DOD contracts. 2. Increase the participation of protégé as subcontractors and suppliers under DOD contracts. 	<ol style="list-style-type: none"> 1. Enhance the capabilities of the protégé (an 8(a) BD Program participant). 2. Assist the protégé with meeting the goals established in its SBA-approved business plan. 3. Improve the protégé's ability to successfully compete for contracts. 	<ol style="list-style-type: none"> 1. Enhance the capabilities of protégé firms by requiring approved mentors to provide business development assistance to protégé firms. 2. Improve the protégé firms' ability to successfully compete for federal contracts.
Funding	23.1 million (fiscal year 2017)	None	None
Eligibility Requirements (Protégé)	<ul style="list-style-type: none"> • Eligible for award of Federal contracts • Less than half the Small Business Administration (SBA) size standard for its primary North American Industry Classification System (NAICS) code. <p>Protégé must be one of the following:</p> <ul style="list-style-type: none"> • A "non-traditional 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 	<p>Protégé must:</p> <ol style="list-style-type: none"> 1. Qualify as small for the size standard corresponding to its primary or secondary NAICS code 2. Demonstrate how the business development assistance will advance the goals and objectives set forth in its business plan. 	<p>Protégé must:</p> <ol style="list-style-type: none"> 1. Qualify as small for the size standard corresponding to its primary or secondary NAICS code. 2. SBA will not approve a relationship in a secondary NAICS code in which the firm has no prior experience.

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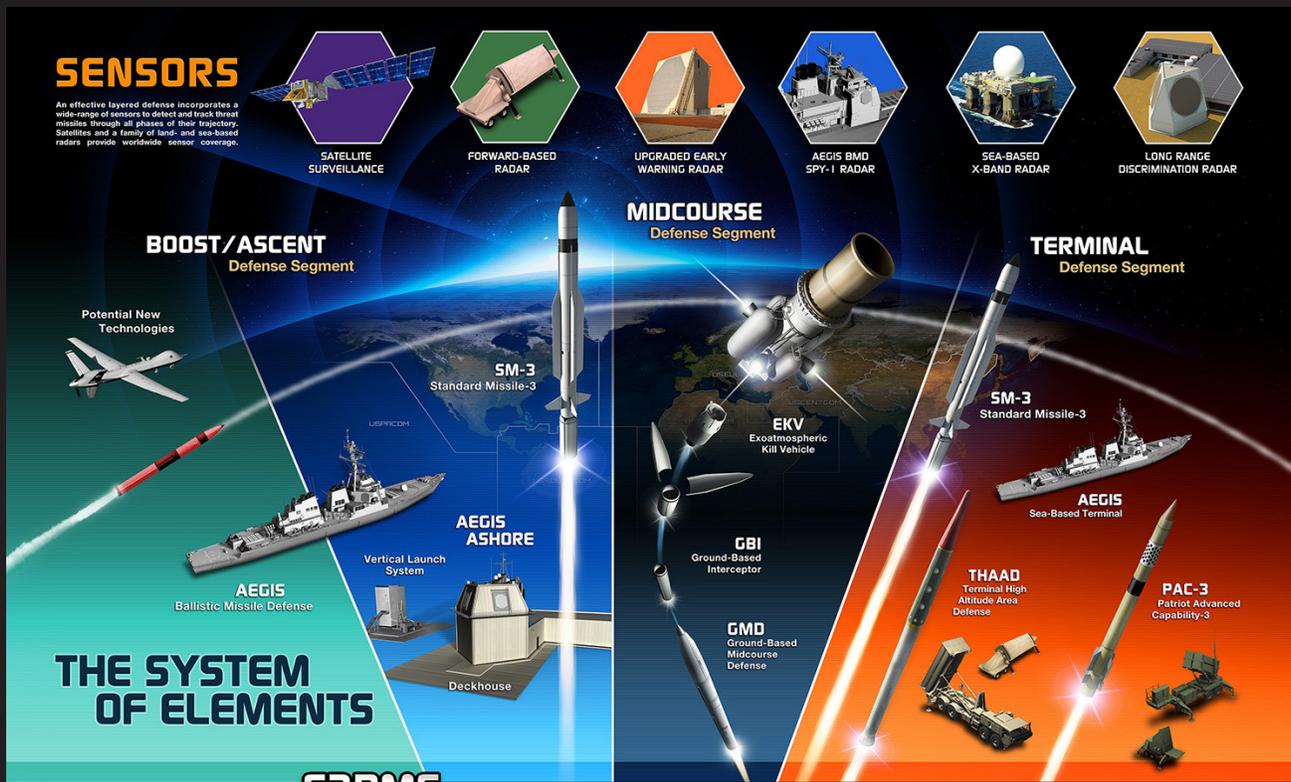
	DoD	SBA 8(a) Business Development (BD)	SBA All Small
Eligibility Requirements (Mentors)	<p>Mentor must:</p> <ul style="list-style-type: none"> • Be eligible for the award of Federal contracts; • Demonstrate that it— <ul style="list-style-type: none"> - Is qualified to provide assistance that will contribute to the purpose of the Program; - Is of good financial health and character; and - Is not on a Federal list of debarred or suspended contractors; and • Be capable of imparting value to a protege firm because of experience gained as a DoD contractor or through knowledge of general business operations and Government contracting, as demonstrated by evidence that such entity— <ul style="list-style-type: none"> - Received DoD contracts and subcontracts equal to or greater than \$100 million during the previous fiscal year; - Is an other-than-small business, unless a waiver to the small business exception has been obtained from the Director, Small Business Programs (SBP), OUSD(A&S); - Is a prime contractor to DoD with an active subcontracting plan; or - Has graduated from the 8(a) Business Development Program and provides documentation of its ability to serve as a mentor. 	<p>Mentor must:</p> <ul style="list-style-type: none"> • Be capable of carrying out responsibilities as a Mentor to assist the protégé firm. • Possess good character. • Not appear on the federal list of debarred or suspended contractors; and • Be able to impart value to a protégé (from lessons learned, practical experience gained from the 8(a) BD program, or through its knowledge of general business operations and government contracting) 	<p>Mentor must:</p> <ul style="list-style-type: none"> • Be capable of carrying out responsibilities as a Mentor to assist the protégé firm. • Possess good character. • Not appear on the federal list of debarred or suspended contractors; and • Be able to impart value to a protégé (from lessons learned or through its knowledge of general business operations and government contracting)
Max Number of Agreements (Mentor)	More than one protégé depending on their size.	One to three protégés at a time with SBA approval. SBA may authorize a participant to be both a mentor and a protégé at the same time.	One to three protégés at a time with SBA approval. SBA may authorize a participant to be both a mentor and a protégé at the same time.
Max Number of Agreements (Protégé)	One active DOD mentor-protégé agreement at a time.	One mentor at a time. SBA may approve a second mentor for a particular protégé firm after additional conditions are met.	One mentor at a time. SBA may approve a second mentor for a particular protégé firm after additional conditions are met.



Continued from Page 9...

	DoD	SBA 8(a) Business Development (BD)	SBA All Small
Mechanism to Encourage Mentor Participation	<p>Mechanism to Encourage Mentor Participation</p> <p>Will provide mentors with either cost reimbursement or credit against applicable subcontracting goals established under contracts with DOD or other federal agencies.</p>	<p>A mentor and protégé may participate in a joint venture as a small business for any government prime contract or subcontract, including procurements with a dollar value less than half the size standard corresponding to the assigned NAICS code and 8(a) sole source contracts, provided the protégé qualifies as small for the procurement and additional provisions for 8(a) sole source contracts.</p>	<p>A mentor and protégé may participate in a joint venture as a small business for any government prime contract or subcontract, provided the protégé qualifies as small for the procurement. Such a joint venture may seek any type of small business contract (i.e., small business set-aside, 8(a), HUBZone, service-disabled veteran-owned small business, or women-owned small business) for which the protégé firm qualifies and within certain requirements, receives exclusion from the affiliation rules for the duration of the joint venture agreement. Procuring activities may provide incentives in the contract evaluation process to a mentor that will provide significant subcontracting work to its SBA-approved protégé firm, where appropriate.</p>

Ballistic Missile Defense System (BMDS)



NMCC

USSTRATCOM

USNORTHCOM

USPACOM

USEUCOM

USCENTCOM

The Command and Control, Battle Management, and Communications (C2BMC) program is the hub of the Ballistic Missile Defense System (BMDS). It is a vital operational system that enables the U.S. President, Secretary of Defense and Combatant Commanders at strategic, regional and operational levels to systematically plan ballistic 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.

Meet Our Staff

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Ms. Ruth Dailey

Mentor-Protégé Manager, MDA



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Ms. Nancy Hamilton

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2018 Calendar of Events

AUG

6-9 Space and Missile Defense Symposium, Huntsville, AL

6-9 Navy Gold Coast, San Diego, CA

15-17 USWCC National Supplier Summit, Washington, DC

12-18 Mentor Protégé Conference, Orlando, FL

SEP

18-22 AFA Air, Space & Cyber, National Harbor, MD

19-21 5th Annual B2G Conference & Expo, Baltimore, MD



OSBP Staff

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Ruth Dailey, *Mentor-Protégé Manager*

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For additional information regarding Subcontracting activities at MDA, please email us at subcontracting-oversight@mda.mil.

For additional information regarding Outreach activities at MDA, please email us at outreach@mda.mil.

Websites of Interest

MDA Office of Small Business Programs

www.mda.mil

MDA Marketplaces and Directory

www.mda.mil/business/smallbus_programs.html

MDA Business Acquisition Center

www.mda.mil/business/acquisition_center.html

MDA SBIR/STTR Programs

www.mdasbir.com

Fed Biz Opps

www.fbo.gov

Electronic Subcontracting Reporting System (eSRS)

www.esrs.gov

MDA Small Business Advocacy Council

www.mda.mil/business/bus_mdasbac.html

MDA Unsolicited Proposal Guide

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