MISSION

We facilitate access to ingenuity residing within the small business industrial base the Missile Defense Agency (MDA) relies on for missile defense.

VISION

We strive to remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting the Director’s lines of effort, while effectively advocating for use of small businesses in our procurements.

The MISSION of the MISSILE DEFENSE AGENCY

The Missile Defense Agency’s (MDA) mission is to develop and deploy a layered Missile Defense System to defend the United States, its deployed forces, allies, and friends from missile attacks in all phases of flight.
The Office of Small Business Programs WELCOMES

Ms. Toni Watkins, Acquisition Analyst

Toni joins our office as a support contractor from our TEAMS Acquisition contract with BCF Solutions. Toni will be working with Cheryl Michael in supporting the Outreach Program, Website Management, and multiple oversight and management tasks associated with BCF’s contract.

Toni has sixteen years of experience as a defense contractor supporting various United States Army, Marine Corps, and Navy programs. She moved to Alabama from Virginia in 2016. Toni has been contractor administrative support for the Missile Defense Agency supporting the Director for Operations (Cost Estimating) and Aquisition Directorate programs at Redstone Arsenal. Prior to moving to Alabama, Toni was a Configuration/Data Analyst contractor supporting the United States Navy in Dahlgren, VA and contractor support for the United States Marine Corps as the Office/Facilities Manager for Northrop Grumman.

Ms. Jessica Middleton, Administrative Assistant

The Office of Small Business Programs welcomes Jessica Middleton to the position of administrative assistant. Jessica recently graduated from The University of Alabama in Huntsville with a Bachelor’s degree in Political Science and Communication. Born and raised in Tucson, Arizona, she has lived in Huntsville for the last three years. Jessica will be starting her new career with us as a support contractor from Offset Strategic Solutions.

Ms. Joy Smith, Acting Director

The Missile Defense Agency (MDA), Office of Small Business Programs (OSBP) welcomes Ms. Joy Smith as the new Acting Director of Small Business. Ms. Smith is an experienced Senior Leader as demonstrated by her 17 years of experience as a contracting professional with MDA and five years as the Director of Sea-Based Weapon Systems Contracts. Ms. Smith is Defense Acquisition Workforce Improvement Act (DAWIA) Level III certified in contracting and has received recognition and several awards for her outstanding support to the MDA mission.

Ms. Smith is excited for the opportunity to be an advocate for small businesses. She looks forward to ensuring the small businesses are represented early in the acquisition process for contracting opportunities with MDA.
Outreach Program

PURPOSE
Engage the small business community to add value to MDA acquisitions by developing and maintaining a superior knowledge of the market; offer marketplace knowledge that can provide insight into solutions to mission requirements early in the market research process and throughout the acquisition cycle.

KEYS TO WORKING WITH MDA

- Let us know your capabilities by visiting our office or website at www.mda.mil and adding your profile to our directory.
- Attend our conferences for matchmaking with primes and meeting with government representatives from MDA.
- Provide quality responses to our “sources sought” notices when we issue them.

We often make important acquisitions strategy decisions based on responses to sources sought.

HOW WE HELP YOU

- Our office is your advocacy office.
- We will help you understand the Agency and where your product or services might best fit.
- We can also provide contact information for the appropriate agency or major prime contractor personnel to further market your products or services.
- We ensure that all acquisitions are reviewed for participation by small businesses.
- The key to making sure an acquisition is set-aside for small business is our ability to demonstrate there are sufficient businesses capable of performing the job we need, in a quality manner, and at a reasonable price to meet our agency’s mission.

INDIAN INCENTIVE PROGRAM (IIP)

The Indian Incentive Program (IIP) is a Congressionally-sponsored program that provides a 5 percent rebate to a prime contractor on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization in accordance with DFARS Clause 252.226-7001. Through the generation of subcontracts, the IIP serves as an economic multiplier for Native American communities. Department of Defense (DoD) prime contractors with a subcontract worth $500,000 or more that contains the DFARS clause are eligible for incentive payments.

Eligibility:
For Native American businesses, two requirements must be met in order to participate in the IIP:
1. 51% Native American/Alaskan/Hawaiian Ownership
   - Indian ownership of the subcontractor or supplier cannot constitute less than 51 percent of the enterprise.
   - DFARS 252.226-7001
2. Federally Recognized Tribal Enrollment
   - Native American: The subcontractor or supplier must be owned by a federally recognized tribe or a member of a federally recognized tribe.
   - Native Alaskan: The subcontractor or supplier must be owned by a “native,” “native village” or “native group” (including corporations organized by Kenai, Juneau, Sitka, and Kodiak) as defined by the Alaska Native Claims Settlement Act.
   - Native Hawaiian: The subcontractor or supplier must be owned by a recognized Native Hawaiian as defined by 25 USC 4221(9).

Information courtesy of DoD Office of Small Business Programs (OSBP)

For additional information, please visit the Indian Incentive Program webpage
https://business.defense.gov/Programs/Indian-Incentive-Program/ located under the DoD OSBP.
For Doing Business with MDA

MAKE AN APPOINTMENT:

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

Websites
www.mda.mil
https://esbie.mda.mil/

CONTRACTING OPPORTUNITIES

Support for Development, Production, Fielding and Sustainment of the BMDS

• Many subcontracting opportunities with our large system integrators.
  - For those interested in participating in this market, become familiar with the MDA Small Business Advocacy Council (SBAC). To learn more visit www.mda.mil and click on MDASBAC.

Advisory and Assistant Services (A&AS)

• TEAMS/TEAMS-Next Program
  - All A&AS services will be acquired through the TEAMS program.
  - Stay engaged in the TEAMS-Next Program by registering for beta.SAM.gov announcements.

Infrastructure Support Services

• MDA Facilities and Information Technology (IT) support

SBIR/STTR

• MDA always participates in at least one solicitation issued by DoD Small Business Innovative Research (SBIR) or Small Business Technology Transfer (STTR) Programs.

“"The MDA team is focused on designing, developing, delivering, and sustaining an advanced, fully integrated and layered missile defense system.”

Jon A. Hill
Vice Admiral, USN, Director, MDA

To achieve this focus the Agency relies on our large and small business contractors as they develop, test, integrate, and field the Missile Defense System (MDS) for MDA. This contractual relationship provides contracting opportunities in four major markets: MDS development, A&AS, Infrastructure Support Services and the Advanced Research Program.

CHECKLIST
For Doing Business with MDA

1. Meet with your local Procurement Technical Assistance Center (PTAC).
2. Identify your product or service by North American Industry Classification System (NAICS) Codes.
3. Confirm your small business size standards.
4. Determine if your business is eligible to participate in any Socio-Economic Program(s).
5. Obtain a Data Universal Numbering System (DUNS) number.
6. Register in the System for Award Management (SAM).
8. Become familiar with MDA and how your company can help the Agency accomplish its mission.
10. Search for MDA procurement opportunities via our Acquisition Center at www.mda.mil.
11. Consider the GSA schedule program and other best-in-class contracts.
12. Explore subcontracting and joint venture/teaming opportunities.
13. Make an appointment to speak with the Director of MDA Office of Small Business Programs - your first and most important step for doing business with MDA.
Mentor-Protégé Program

About the PROGRAM

Mentor’s Eligibility
To be eligible to participate as a mentor, an entity must —
• Be eligible for the award of Federal contracts;
• Demonstrate that it—(i) is qualified to provide assistance that will contribute to the purpose of the Program; (ii) Is of good financial health and character; and (iii) Is not on a Federal list of debarred or suspended contractors;

Protégé’s Eligibility
A qualifying Protégé must be:
• One of the following:
  - A “nontraditional defense contractor”
  - A qualified HUBZone small business concern
  - A Woman-Owned Small Business (WOSB)
  - A Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - Socio-economically disadvantaged small business
  - A qualified organization employing the severely disabled
  - An entity currently providing goods or services in the private sector critical to enhancing the capabilities of the defense supplier base and key to fulfilling key DoD needs
  - A business owned and controlled by an Indian tribe or Native Hawaiian organization
• Eligible for award of Federal contracts
• Less than half the Small Business Administration (SBA) size standard for its primary North American Industry Classification System (NAICS) code.

Steps for Participation
1. Identify a Mentor/Protégé counterpart. (Mentor and Protégé are solely responsible for finding their counterpart.)
2. Identify Agreement type
3. Contact MilDep/ODA (reimbursable) or DCMA (credit) & (credit-hybrid) for additional requirements
4. Conduct needs assessment (recommended)
5. Develop agreement
6. Submit agreement for approval (31 Oct & 30 Apr)
7. Agreement start
8. Comply with reporting and review requirements

BACKGROUND
The Mentor-Protégé Program was established in 1990 under section 831 of Public Law 101-510. This program was created in an effort to respond to concerns, raised by Department of Defense (DoD) prime contractors, that many Small Disadvantaged Businesses did not possess the technical capabilities to perform DoD subcontract requirements. The Mentor-Protégé Program is designed to provide incentives to major DoD contractors by:
• Furnishing technical and business assistance to small disadvantaged businesses, women-owned small businesses, service-disabled veteran-owned and controlled businesses, and qualified HUBZone small businesses
• Enhancing their capabilities to satisfy DoD and other contract and subcontract requirements
• Fostering the establishment of long-term business relationships that benefit the DoD
• Increasing protégé firms technical and business infrastructure capabilities to contract with the DoD or other Federal agencies
• Demonstrating benefits to the Warfighter through technology transfer

Current Status of the Program
• Direct reimbursement of costs and credit towards subcontracting goals may be incurred through September 30, 2024
• Be capable of imparting value to a protégé firm because of experience gained as a DoD contractor or through knowledge of general business operations and Government contracting, as demonstrated by evidence of that such entity.
Types of AGREEMENTS

Reimbursement Agreements
• Identify specific C contract vehicle/contracting officer endorsement
• Highly encouraged to use HBCU/MI/SBDC/PTAC
• Direct cost reimbursement of allowable costs outlined in Appendix I, including:
  - Direct labor costs (for assistance by Mentor firm employees)
  - Assistance provided by HBCU/MI/SBDC/PTAC
  - Other costs - detailed cost breakdown
• Military Services/Other Defense Agencies may have additional requirements
• Requires Military Services/Other Defense Agencies’ Approval

Credit Agreements
• Requires Defense Contract Management Agency approval
• More focused on business infrastructure
• Costs incurred under Credit Agreement - May be applied (in the following multiples) towards the SDB subcontracting goal under any Federal Agency Subcontracting plan (FAR 19.703):
  - 4x for assistance provided by HBCU/MI/SB
  - 3x for labor assistance by Mentor firm employees
  - 2x other costs (for example, travel or training)

Hybrid Agreements
• Utilizes some credit and some reimbursement instead of exclusively one or the other - Hybrid Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement
• Process:
  - Development procedures similar to a reimbursement
  - Agreement transformed to a form contract document signed by both parties
  - Proposal can be submitted to DCMA MP Program Manager (PM) and serving DoD Component PM for consideration
  - The base year (credit) amount must be commensurate with the reimbursable amounts for Option Year 1

Criteria for Agreement
• May not exceed 2 years
• Must have milestones
• Must have metrics
• Should show value to Mentor, Protégé, and DoD
• Estimated dollar amounts of subcontracts
• Detailed cost breakdown:
  - The total amount of reimbursed to a Mentor costs of assistance furnished to a Protégé in a fiscal year may not exceed $1M
  - The average cost of a 2-year, direct reimbursed agreement is $500,000-750,000 (for each of two years)

Mentor’s Benefits
• Develop long-term business relationships with SDB concerns
• Develop SDB subcontracting base
• Direct cost reimbursement and/or SDB credit
• Teaming opportunities with the Protégé to win new contracts and/or subcontracts
• Participation in the MP Program as a marketing tool
• Networking opportunities

Protégé’s Benefits
• Relevant technical assistance
• Participation in the MP Program as a marketing tool
• Networking opportunities
• Teaming opportunities with the Mentor to win new contracts and/or subcontracts

DoD/MDA Benefits
• Stimulate and transition innovative technologies into established Defense Acquisition programs
• Resolve operational challenges and other critical national security requirements
• Train and develop business acumen and capabilities of Protégés
• Provides new development and technical assistance to Protégés for potential business opportunities with DoD agencies

CONTACT US
Missile Defense Agency
Office of Small Business Programs
Mentor-Protégé Program
Building 5222, Martin Road
Redstone Arsenal, AL 35898
Call (256) 450-2872 For More Information
http://business.defense.gov/Programs/mentor-protege-program/
The Office of the Secretary of Defense (OSD) of Small Business Programs has announced the DoD 2019 Nunn-Perry Award Winners. Eleven Mentor-Protégé teams participated in the Nunn-Perry Awards competition. There were six winners selected and two of the six awards will go to MDA Mentor-Protégé teams.

We are definitely proud of all of our teams that competed.

The MDA Mentor-Protégé Teams chosen as the DoD 2019 Nunn-Perry Winners are:

• Parsons Government Services, Inc. of Pasadena, CA and MbSolutions, Inc. of Huntsville, AL
• Raytheon Missile Systems of Tucson, AZ and KORD Technologies, Inc. of Huntsville, AL

The prestigious Nunn-Perry Award, named in honor of former Senator Sam Nunn and former Secretary of Defense William Perry, was first awarded in 1995 to recognize outstanding Mentor-Protégé teams formed under the auspices of the DoD Mentor-Protégé program. It is a highly coveted award presented to a very few DoD Mentor-Protégé teams each year who have demonstrated exceptional progress in developing the Protégés’ capabilities. The Nunn-Perry Awards are presented to recognize Mentor-Protégé teams who have demonstrated exemplary effort in providing products and services to our warfighters.

Each of the winners’ performance during Fiscal Year 2019 (FY19) has truly made an impact on the Department’s Industrial Base. Stay tuned for updates and photos of the celebration ahead as awards will be presented at the Mentor-Protégé Training week (date/location TBD).

Please join MDA in congratulating the 2019 Nunn-Perry Awards winners!

MDA 2020 VIRTUAL SMALL BUSINESS CONFERENCE AND MATCHMAKING EVENT

The Department of Defense is engaged in one of the great global challenges of our time as we work together to combat the spread of the corona virus.

At MDA, we are committed to taking every precaution to ensure the health and wellbeing of our people. During these times, it is important that we minimize person-to-person interaction and practice social distancing, whenever possible. As we do our part to mitigate the effects of this pandemic, we must remain prepared to carry out our core mission. On May 12 – 14, 2020 we hosted a very successful virtual small business conference that was as productive, informative, and as engaging as the live conference would have been.

As a follow-up event to the conference we held a virtual matchmaking event on June 16 providing 180 one-on-one matchmaking sessions where small business met virtually with our MDA large business prime contractors. These events signify MDA’s commitment to implementing an effective Small Business Program, maintaining a resilient industrial base, and a strong government-industry partnership that is vital to accomplishing the Agency’s mission.

We are thankful to all the representatives from government agencies, small businesses, and large businesses that attended these events, actively participated with briefings, asked insightful questions, and provided informative feedback. We strongly encourage both large and small business to stay engaged with us as we work tirelessly to provide you with information and opportunities to support MDA in accomplishing our Noble Mission.
## CURRENT AND UPCOMING MDA REQUIREMENTS

### REQUEST FOR PROPOSALS (RFP)

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### SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

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<tr>
<td>MDA19GMRF102</td>
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<td>Ground-Based Midcourse Defense (GMD) Futures RFI</td>
<td>9/17/2019</td>
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<td>MDA20GMRF01</td>
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<td>Ground Based Midcourse Defense Future RFI</td>
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<td>20DVRFI012</td>
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<td>REQUEST FOR INFORMATION: Low-Cost Space-Based Cryocoolers</td>
<td>3/12/2020</td>
<td>7/15/2020</td>
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<td>MDA20THRFI01</td>
<td>336414</td>
<td>THAAD Booster Development and Demonstration Request for Information</td>
<td>4/30/2020</td>
<td>6/8/2020</td>
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<td>MDA20ABRFI02</td>
<td>336414</td>
<td>Sea Based Weapon System (SWBS), SM-3 Guided Missile (ABG) Standard Missile-3 (SM-3) Block IIA Program</td>
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<td>MDA20DVRFI010</td>
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<td>Missile Defense Agency Prototype Projects Other Transaction Consortium Manager</td>
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### INACTIVE ON beta.SAM.gov

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<td>Airborne Sensors Program Request For Information</td>
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<td>MDA20BCSSN01</td>
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<td>Exportable Command and Control (EC2) Architecture/System</td>
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<td>19-MDA-9942</td>
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<td>Threat Hunting for Cybersecurity Assistance Team</td>
<td>6/17/2019</td>
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<td>MDA20DERFI02</td>
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<td>RFI M&amp;S Verification, Validation and Accreditation</td>
<td>11/21/2019</td>
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<td>HQ0859-20-DSC-RFI</td>
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<td>MDA DTR Instrumentation Support Contract (DISC)</td>
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<td>HQ0147I19C000HPR0033</td>
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<td>GMO Communications Network Modernization, In-Flight Interceptor Communications System Data Terminals Technology Upgrade, and GMO Fire Control Communication Software Build</td>
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### SOLE SOURCE

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<tr>
<td>HQ0276-15-C-0003</td>
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<td>FY18, FY19 and FY20 All Up Rounds</td>
<td>5/2/2018</td>
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<td>HQ0860-20-C-0010</td>
<td>541715</td>
<td>Microwave Technology Testbed Notice of Intent/Request for Information</td>
<td>6/4/2020</td>
<td>6/19/2020</td>
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<td>HQ086220C0002</td>
<td>334511</td>
<td>Kingdom of Saudi Arabia (KSA) AN/TPY-2 Radar Foreign Military Sales (FMS) Production</td>
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<td>6/2/2020</td>
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### BROAD AGENCY ANNOUNCEMENTS (BAA)

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</table>
MDA encourages teaming arrangements to meet these consolidated requirements set-aside for competition among small businesses. **Set-asides require prime contractors to comply with DOD Class Deviation 2019-00003 to Federal Acquisition Regulation (FAR) Clause 52.219-14, Limitations on Subcontracting for small businesses.** DOD contracting officers are required to use the Class Deviation instead of the existing clause at FAR 52.219-14 when issuing solicitations and awarding contracts or task or delivery orders under Far Part 19 to small business concerns.

“Similarly situated entity,” as used in this clause, means a first-tier subcontractor, including an independent contractor, that has the same small business program status as that which qualified the prime contractor for the award; and is considered small for the NAICS code the prime contractor assigned to the subcontract the subcontractor will perform.

Calculation of the amount that can be subcontracted:

In the case of contracts for services (except construction), a small business shall not pay more than 50 percent of the amount paid to it by the government to firms that are not similarly situated.

---

**Please Note:** This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. **This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs**
MDA encourages teaming arrangements to meet these consolidated requirements. Prime contractors are required to provide maximum practicable opportunities for small business concerns to participate in efficient performance of these contracts, as specified in Federal Acquisition Regulation (FAR) Clause 52.219-8

Please Note: This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. **This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs**
## TEAMS-Next Awards

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<td>HQ0858-20-C-0008</td>
<td>541611</td>
<td>MDA TEAMS Contracting, Compliance, Cost/Price Operations (C3PO)</td>
<td>Kepler Research, Inc.</td>
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For the most up-to-date information on TEAMS-Next please visit [beta.SAM.gov](http://beta.SAM.gov)
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<td>HQ0147-15-R-0007</td>
<td>HQ0147-16-C-0013</td>
<td>SBSA - Quality and Mission Assurance</td>
<td>a.i. solutions Inc.</td>
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<td>HQ0147-15-R-0008</td>
<td>HQ0147-16-C-0015</td>
<td>SBSA - Safety</td>
<td>A-P-T Research Inc.</td>
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<td>HQ0147-15-R-0011</td>
<td>HQ0147-16-C-0030</td>
<td>F&amp;O - Warfighter Integration</td>
<td>Parsons Government Services Inc.</td>
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<td>HQ0147-15-R-0027</td>
<td>HQ0147-16-C-0034</td>
<td>SBSA - Test Exercise, and Wargames</td>
<td>Millennium Engineering and Integration</td>
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<td>HQ0147-15-R-0032</td>
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<td>SDVOSB - Office Administration</td>
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<td>HQ0147-16-R-0003</td>
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<td>HQ0147-16-R-0014</td>
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<td>HQ0147-16-R-0024</td>
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<tr>
<td>HQ0147-16-R-0005</td>
<td>HQ0147-18-C-0012</td>
<td>SBSA - Cybersecurity Compliance and Risk Management</td>
<td>Decisive Analytics Corporation</td>
</tr>
<tr>
<td>HQ0147-17-R-0019</td>
<td>HQ0147-18-C-7121</td>
<td>8(a) – Public Affairs Support</td>
<td>Digitalspec, LLC</td>
</tr>
<tr>
<td>HQ0147-17-R-0017</td>
<td>HQ0147-18-C-0020</td>
<td>F&amp;O - Agency Advisory &amp; Analytical Support</td>
<td>MacAulay-Brown Inc. (MacB)</td>
</tr>
<tr>
<td>HQ0147-18-R-0004</td>
<td>HQ0796-18-C-0002</td>
<td>SBSA – Information Technology Management and Analysis</td>
<td>Five Stones Research Corporation</td>
</tr>
<tr>
<td>HQ0147-16-R-0055</td>
<td>HQ0147-16-C-0025</td>
<td>SBSA – Business Operations</td>
<td>Veterans Technology</td>
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<tr>
<td>HQ0147-18-R-0006</td>
<td>HQ0147-18-C-0038</td>
<td>SBSA – Human Resources</td>
<td>LSINC Corporation</td>
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<tr>
<td>HQ0147-17-R-0018</td>
<td>HQ0147-18-C-0041</td>
<td>WOSB- Protocol Support</td>
<td>L.C. Wright, Inc.</td>
</tr>
</tbody>
</table>

All information valid as of 1 July 2019
### MDA Top 10 Large Business Contractors

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>OBLIGATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raytheon Company</td>
<td>$3,031,346,726.01</td>
</tr>
<tr>
<td>Lockheed Martin Corporation</td>
<td>$2,532,380,335.92</td>
</tr>
<tr>
<td>Boeing Company</td>
<td>$670,009,434.74</td>
</tr>
<tr>
<td>Parsons Government Services Inc.</td>
<td>$227,517,463.47</td>
</tr>
<tr>
<td>Jacobs Technology Inc.</td>
<td>$210,175,009.30</td>
</tr>
<tr>
<td>Orbital Sciences Corporation</td>
<td>$187,867,646.15</td>
</tr>
<tr>
<td>Johns Hopkins University Applied Physics Laboratory LLC</td>
<td>$135,305,062.85</td>
</tr>
<tr>
<td>Northrop Grumman Systems Corporation</td>
<td>$133,005,613.95</td>
</tr>
<tr>
<td>Aerojet Rocketdyne Coleman Aerospace, Inc.</td>
<td>$116,815,981.00</td>
</tr>
<tr>
<td>General Atomics</td>
<td>$47,223,891.00</td>
</tr>
</tbody>
</table>

### MDA Top Small Business Contractors

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>OBLIGATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Millennium Engineering And Integration Co.</td>
<td>$42,391,630.39</td>
</tr>
<tr>
<td>Modern Technology Solutions, Inc.</td>
<td>$31,827,526.06</td>
</tr>
<tr>
<td>Analytical Services, Inc.</td>
<td>$31,741,663.95</td>
</tr>
<tr>
<td>Veterans Technology</td>
<td>$26,942,500.82</td>
</tr>
<tr>
<td>Network Management Resources, Inc.</td>
<td>$25,861,162.37</td>
</tr>
<tr>
<td>BCF Solutions, Inc.</td>
<td>$22,512,787.16</td>
</tr>
<tr>
<td>Ai Solutions, Inc.</td>
<td>$19,666,474.44</td>
</tr>
<tr>
<td>Yorktown Systems Group, Inc.</td>
<td>$18,576,986.16</td>
</tr>
<tr>
<td>Strategic Alliance Business Group LLC</td>
<td>$18,415,835.61</td>
</tr>
<tr>
<td>Davidson Technologies, Inc.</td>
<td>$12,157,382.00</td>
</tr>
</tbody>
</table>
TOP TEN REPORTS

Fiscal Year 2020 to Date

<table>
<thead>
<tr>
<th>CODE</th>
<th>DESCRIPTION</th>
<th>OBLIGATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>541715</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences</td>
<td>$152,363,235.21</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
<td>$95,168,677.87</td>
</tr>
<tr>
<td>541712</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences</td>
<td>$85,266,838.76</td>
</tr>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
<td>$59,564,485.67</td>
</tr>
<tr>
<td>541513</td>
<td>Computer Facilities Management Services</td>
<td>$27,081,321.37</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
<td>$15,766,390.48</td>
</tr>
<tr>
<td>541614</td>
<td>Process, Physical Distribution and Logistics Consulting Services</td>
<td>$15,137,977.20</td>
</tr>
<tr>
<td>541511</td>
<td>Custom Computer Programming Services</td>
<td>$11,846,305.99</td>
</tr>
<tr>
<td>561612</td>
<td>Security Guards and Patrol Services</td>
<td>$7,198,151.91</td>
</tr>
<tr>
<td>541690</td>
<td>Other Scientific and Technical Consulting Services</td>
<td>$4,987,752.00</td>
</tr>
</tbody>
</table>

**ELECTRONIC SMALL BUSINESS INFORMATION EXCHANGE (eSBIE) REGISTRATION STEPS**

Have the following information ready:

1. 9-digit DUNS number
2. Company contact information
3. Company socio-economic categories
4. Up to 5 valid 2017 NAICS codes (These determine marketplaces you can enter and the email notifications you will receive.)
5. Company facility clearance
6. Two points of contact

How to Register:

1. Go to [https://esbie.mda.mil/](https://esbie.mda.mil/)
2. Click on ‘Register’ button on the top left of the page and enter the information you collected earlier.
3. View current marketplaces and select any you would like to enter for matchmaking opportunities.
4. Click on the ‘Submit’ button and stand by while we review your application for authenticity.
Large Prime Contractors

System Integrators

Mark Clem
GMD
Mark.A.Clem@Boeing.com

Kristin Collins
Space Satellite Systems
Kristin.Collins@NGC.com

Gina Gastelum
Propulsion
Georgina.Gastelum@Rocket.com

Thosie Varga
Thosie.Varga@L3Harris.com

Small Business Compliance
SmallBusinessCompliance@BAH.com

Booz | Allen | Hamilton

Kathy DeWeese
KDeWeese@AlionScience.com

SAIC

Gwen Johnson
Gwen.Johnson@Parsons.com

Mark.A.Clem@Boeing.com

Small Business Compliance
SmallBusinessCompliance@BAH.com

Jason Bryant
Jason.L.Bryant@SAIC.com

Gwen.Johnson@Parsons.com

Cristian Zuluaga
Targets
Cristian.Zuluaga@Rocket.com

Raytheon

Charles Harwood
Engineering Services
Charles.R.Harwood@Raytheon.com

Darin Williams
IRES
Darin.Williams@Jacobs.com

Joanne N. Arvizu
SM3
JNarvizu@Raytheon.com

Jay Mortimer
Radars
JayMortimer@Raytheon.com

James O. Hanlan
Integrated Defense Systems
James.O.Hanlan@Raytheon.com

Jacobs

PARSONS

ALION
Booz Allen Hamilton

**Required Capabilities:** Cyber, Digital Solutions, Analytics, Engineering, Hypersonic Technology

**Preferred NAICS codes:** 541511, 541512, 541330, 541519, 541590

**Do not need:** Staff Augmentation Companies

L3Harris

**Required Capabilities:** Machining, Aircraft Equipment/Repair, Communications Equipment, Electronic Components

**Preferred NAICS codes:** 332322, 334511, 336412, 334419, 336411, 336412, 336413, 334220

Lockheed Martin

**Preferred NAICS codes:** 3345

**Do not need:** 11, 335911, 335912, 333314, 336413, and 335921

**Do not need:** IT, Project Management, Staffing, Training or Logistics

Parsons

**Required Capabilities:** Engineering Services to include: Construction, Construction Management, Systems Engineering, Software Engineering, Facilities Support Services, Security Systems, Computer Services

**Preferred NAICS codes:** 236220, 541330, 541512, 541715, 561210, 561621

SAIC

**Preferred NAICS codes:**
- 517911 - Telecommunications Resellers
- 541614 - Process, Physical Distribution, and Logistics Consulting Services
- 336611 - Ship Building and Repairing
- 561621 - Security Systems Services (except Locksmiths)
- 336992 - Military Armored Vehicle, Tank, and Tank Component Manufacturing
- 541930 - Translation and Interpretation Services
- 811111 - General Automotive Repair
- 541310 - Architectural Services
- 512191 - Teleproduction and Other Postproduction Services
- 811213 - Communication Equipment Repair and Maintenance
- 611519 - Other Technical and Trade Schools
- 336411 - Aircraft Manufacturing
- 334220 - Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
- 518210 - Data Processing, Hosting, and Related Services
- 541820 - Public Relations Agencies
- 334516 - Analytical Laboratory Instrument Manufacturing
- 541620 - Environmental Consulting Services
- 621330 - Offices of Mental Health Practitioners (except Physicians)

Aerojet

**Required Capabilities:** AS9100 Certified, ITAR Registered, Cyber Security Compliant NIST 800-171

**Preferred NAICS codes:** 334418, 333999, 336412, 332996, 332912, 332710, 332999, 336415

PCB Assembly, Bellows, Pipe Manufacturer, Valve and Hose Fitting Manufacturer, Precision Machining – Turnkey and Large Tooling, Sheet Metal Mfg., Propulsion / Engine Parts Manufacturer
TODAY’S LAYERED MISSILE DEFENSE SYSTEM

C2BMC Command and Control, Battle Management, and Communications

The Command and Control, Battle Management, and Communications (C2BMC) program is the hub of the layered Missile Defense System. It is a vital operational system that enables the President, Secretary of Defense and Combatant Commanders to strategize, plan, execute, and implement strategies and plans. The total system is designed to work in concert with the battle develop, to dynamically manage designated networked sensor and weapons systems to achieve strategic and operational objectives.

ASCENT / MIDCOURSE

The system of elements

SENSORS

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

SM-3 IA/IB Standard Missile

SM-6 Standard Missile

SM-3 IIA Standard Missile

GMD Ground-based Midcourse Defense

GBI Ground-based Interceptor

THAAD Terminal High Altitude Area Defense

AEgis SHIP & ASHORE Ballistic Missile Defense

AEGIS BMD SPY RADARS

DISCRIMINATING RADARS

PAC-3 Patriot Advanced Capability

TERMINAL Defense Segment

Boost Defense Segment

USSOUTHCOM

USINDOPACOM

USEUCOM

USCENTCOM

USSTRATCOM

NMCC

THE SYSTEM OF ELEMENTS
Meet Our Staff

Ms. Joy Smith
Acting Director

Mr. Jerrol Sullivan
Deputy Director

Ms. Laura K. Anderson
Specialty Programs Manager

Mr. Kelvin Carr
Subcontracting Program Manager

Ms. Jayne C. Gold
Outreach Program Manager

Ms. Pam Parker
Small Business Professional/Mentor-Protégé

Ms. Cheryl Michael
Acquisition Analyst, BCF Solutions

Ms. Jessica Middleton
Administrative Assistant, Offset Strategic Solutions

Ms. Toni Watkins
Acquisition Analyst, BCF Solutions
OSBP Staff

Joy Smith, Acting Director
Jerrol Sullivan, Deputy Director
Kelvin Carr, Subcontracting Program Manager
Laura Anderson, Specialty Programs Manager
Pam Parker, Small Business Professional/Mentor-Protégé
Jayne C. Gold, Outreach Program Manager
Cheryl Michael, Acquisition Analyst - BCF Solutions
Toni Watkins, Acquisition Analyst - BCF Solutions
Jessica Middleton, Administrative Assistant - Offset Strategic Solutions

OSBP Main Office Numbers
P: (256) 450-2872
F: (256) 450-2506

OSBP Main Office Mailing Address
ATTN: MDA/SB
Building 5224, Martin Road
Redstone Arsenal, AL 35898

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

Websites of Interest

MDA Office of Small Business Programs
www.mda.mil

MDA Business Acquisition Center
www.mda.mil/business/acquisition_center.html

MDA SBIR/STTR Programs
www.mdasbir.com

Beta.SAM.gov
https://beta.SAM.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

FY 2020 Q4 Calendar of Events

JULY
23
U.S. Women’s Chamber of Commerce Federal Contracting Summit

AUGUST
10 -13
Space Tech Expo Connect, Virtual
Florida State Minority Supplier Development Council & SBA
7j Management and Technical Assistance Program Government Contracting Success Week, Virtual

28
The Catalyst Women’s Virtual Conference

30 - 9/3
Navy Gold Coast, Virtual

SEPTEMBER
1
The Catalyst HUBZone Innovative Technology Showcase

7 - 10
HUBZone Small Business Week Virtual Summit

29 - 30
30th Anniversary Government Procurement Conference