

MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS



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MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

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.

IN THIS ISSUE

- 3 Welcome to MDA Small Business Office Newest Employees
- 4 Outreach Program; Indian Incentive Program
- 6 Mentor-Protégé Program
- 8 Nunn-Perry Awards; MDA 2020 Small Business Virtual Conference
- 9 Current and Upcoming MDA Requirements
- 10 TEAMS-Next
- 12 TEAMS Next OCI Restrictions; TEAMS-Next Awards
- 13 TEAMS Incumbents
- 14 Top Ten Reports
- 15 How to Register in eSBIE
- 16 MDA's Large Prime Contractors
- 18 Today's Layered Missile Defense System
- 19 Meet our Staff
- 20 Outreach Calendar

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.



Next Issue:
October 2020

MEET OUR NEW

Small Business Acting Director



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.

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 Acquisition 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.



OFFICE OF SMALL BUSINESS PROGRAMS

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.

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

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).

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

CONTRACTING OPPORTUNITIES

CHECKLIST

For Doing Business with MDA

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.

1. Meet with your local Procurement Technical Assistance Center (PTAC).
2. Identify your product or service by North American Industry Classification System (NAICS) Codes.
3. Confirm your small business size standards.
4. Determine if your business is eligible to participate in any Socio-Economic Program(s).
5. Obtain a Data Universal Numbering System (DUNS) number.
6. Register in the System for Award Management (SAM).
7. Become familiar with Government contracting procedures.
8. Become familiar with MDA and how your company can help the Agency accomplish its mission.
9. Create a profile in the MDA Small Business Directory and Marketplaces at: <https://esbie.mda.mil/>.
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.

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/>



MISSILE DEFENSE AGENCY

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;

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.

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

Criteria for Agreement

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

Mentor's Benefits

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

Protégé's Benefits

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

DoD/MDA Benefits

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

Types of AGREEMENTS

Reimbursement Agreements

- Identify specific 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

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/>

DOD ANNOUNCES:

Two MDA Mentor-Protégé Teams as Winners of the Prestigious **Nunn-Perry Award**

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.



Jerrol Sullivan
MDA OSBP
Deputy Director

CURRENT AND UPCOMING MDA REQUIREMENTS



REQUEST FOR PROPOSALS (RFP)

Notice ID	NAICS	Solicitation Name	Draft RFP Published	Response Date
HQ0858-20-0002	541715	TEAMS-Next Quality and Mission Assurance (QMA)	5/8/2020	6/24/2020

SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

Notice ID	NAICS	Announcement	RFI Published	Response Date
CS-2019-0002	541715	MDA TEAMS Next Request for Information	12/23/2019	3/8/2019
HQ0858-20-R-0007	541690	TEAMS-Next Intelligence and Counter-Insider Threat HQ0858-20-R-0007	6/23/2020	7/3/2020
MDA19GMRF102	541715	Ground-Based Midcourse Defense (GMD) Futures RFI	9/17/2019	10/15/2019
HQ0854-20-DV-SSN-01	54171	Hypersonic Defense Regional Glide Phase Weapon System (OTA)	12/5/2019	12/16/2019
MDA20GMRF01	541715	Ground Based Midcourse Defense Future RFI	3/18/2020	4/10/2020
20DVRFI012	none	REQUEST FOR INFORMATION: Low-Cost Space-Based Cryocoolers	3/12/2020	7/15/2020
MDA20THRFI01	336414	THAAD Booster Development and Demonstration Request for Information	4/30/2020	6/8/2020
MDA20ABRFI02	336414	Sea Based Weapon System (SWBS), SM-3 Guided Missile (ABG) Standard Missile-3 (SM-3) Block IIA Program	6/2/2020	6/17/2020
MDA20DVRFI010	none	Missile Defense Agency Prototype Projects Other Transaction Consortium Manager	5/12/2020	7/2/2020

INACTIVE ON beta.SAM.gov

Notice ID	NAICS	Solicitation Name	Published	Response Date	Award Date
MDA20DTK01		Airborne Sensors Program Request For Information	2/27/2020	3/16/2020	
MDA20BCSSN01		Exportable Command and Control (EC2) Architecture/System	12/30/2019	1/29/2020	
MDA19THRFI01		Missile Defense Agency Terminal High Altitude Area Defense Advanced Capability Development Request for Information	8/28/2019	9/9/2019	
MDA19THRFI01		TC Futures RFI	5/17/2019	5/30/2019	
19-MDA-9942		Threat Hunting for Cybersecurity Assistance Team	6/17/2019	7/18/2019	
MDA20DERFI02	541715	RFI M&S Verification, Validation and Accreditation	11/21/2019	12/20/2019	
HQ0859-20-DSC-RFI	541715	MDA DTR Instrumentation Support Contract (DISC)	2/10/2020	3/3/2020	
HQ014719C0004P00033	334515	GMD Communications Network Modernization, In-Flight Interceptor Communications System Data Terminals Technology Upgrade, and GMD Fire Control Communication Software Build	12/27/2019		12/27/2019

SOLE SOURCE

Notice ID	NAICS	Solicitation Name	Published Date	Response Date	Award Date
HQ0276-15-C-0003		FY18, FY19 and FY20 All Up Rounds	5/2/2018		5/1/2018
HQ0860-20-C-0010	541715	Microwave Technology Testbed Notice of Intent/Request for Information	6/4/2020	6/19/2020	
HQ086220C0002	334511	Kingdom of Saudi Arabia (KSA) AN/TPY-2 Radar Foreign Military Sales (FMS) Production	6/26/2020		6/26/2020
None		Missile Defense Agency, Long Range Discrimination Radar (LRDR) Request for Information/Notice of Intent to Sole Source	5/27/2020	6/12/2020	
MDA20ABRFI02		Sea Based Weapon System (SWBS), SM-3 Guided Missile (ABG) Standard Missile-3 (SM-3) Block IIA Program	6/2/2020	6/17/2020	

BROAD AGENCY ANNOUNCEMENTS (BAA)

Solicitation	NAICS	Solicitation Name	Published Date	Response Date
HQ0147-19-S-0001	541715	Missile Defense Science and Technology Advanced Research (MSTAR) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology	11/25/2019	10/1/2020
HQ0147-19-S-0002	541715	Advanced Technology Innovation Broad Agency Announcement (BAA) for the Missile Defense Agency Advanced Technology	11/25/2019	4/1/2021

TEAMS-Next

SMALL BUSINESS SET-ASIDE

Engineering Portfolio

Specialized Engineering Analyses ~145 FTE

- Threat
- Lethality
- Flight & Ground Test Analysis/Integration
- Risk/Knowledge Points
- International Program Engineering
- Cyber Engineering

NAICS	SIZE
541715	1,250

IT/Cyber Portfolio

Cyber Compliance & Risk Management ~70 FTE

- Cyber Controls Validation Testing
- Software IV&V
- Cyber Range OT&E
- Cyber Risk Assessment
- Cyber Training

WOSB

NAICS	SIZE
541519	\$30M

IT & Cybersecurity Management ~145 FTE

- IT Architecture
- IT Planning
- IT Networks/Systems Services
- Information Management
- Enterprise Operations
- Integrated Communications
- Information Assurance Workforce Mgt
- Cyber Planning/Integration
- Network Defense

NAICS	SIZE
541519	\$30M

Test & Warfighter Portfolio

Warfighter ~95 FTE

- Warfighter Integration
- Watch Officer Support

SDVO SB

NAICS	SIZE
541330	\$41.5M

Test Support ~295 FTE

- Flight Test
- Ground Test
- Wargames & Exercises
- Test Provisioning
- Test Infrastructure Support

NAICS	SIZE
541715	1,250

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-O0003 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.

Professional Services Portfolio

Program Planning & Acquisition ~345 FTE

- Acquisition Planning/Policy/Analysis
- Baseline Support
- Program Support
- Scheduling
- Strategic Planning/War Room/Executive Advisory Support
- MDA Boards
- International Affairs/Policy/Strategy

SDVO SB

NAICS	SIZE
541330	\$41.5M

Facilities, Logistics, Environmental ~195 FTE

- Facilities Planning/Policy/Operations
- BMDS Logistics/Analysis
- Environmental Management

SDVO SB

NAICS	SIZE
541330	\$38.5M

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****

Professional Services Portfolio (cont'd)

Quality & Mission Assurance ~145 FTE

- QA Policy/Planning/Execution
- QA Risk Management
- QA Test Support
- Corrective Action Support

NAICS	SIZE
541715	1,250

Safety ~70 FTE

- Safety Support (at all levels)
- Safety Policy/Planning

NAICS	SIZE
541715	1,250

Agency Operations ~320 FTE

- Financial Management
- Cost Estimating
- EVM
- Accounting
- Financial Systems Support
- Human Resources Operations
- Training/Curriculum Dev

NAICS	SIZE
541330	\$41.5M

Contracting, Compliance, Cost/ Price, and Operations (C3PO) ~50 FTE

- Contracts Admin/Policy/Pricing
- Source Selection Advisory
- Contracting Operations
- Acquisition Operations
- Small Business Office Support

NAICS	SIZE
541611	\$16.5M

Administrative Portfolio

Administration ~270 FTE
WOSB

- Administrative Support
- Executive Support
- Staff Action Support
- Protocol

NAICS	SIZE
541611	\$16.5M

Public Affairs 8(a) Direct Award <10 FTE

- Open Source Media Compilation/Analysis
- Communication Products
- Security and Policy Review

NAICS	SIZE
541611	\$16.5M

LEGEND

SB Set-Aside

F&O

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****

FULL AND OPEN COMPETITION

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

Engineering Portfolio

BMDS Engineering ~1,020 FTE

- Systems Engineering/Analysis (all levels)
- Modeling and Simulation (all levels)
- Element/Component Design, Dev, Integration
- Architecture
- Requirements Generation
- C3BM
- Directed Energy
- Risk Management

NAICS	SIZE
541715	1,250

Advisory, Agency, Analytical Support (A3) ~70 FTE

- On-demand executive-level advisory support

NAICS	SIZE
541330	\$41.5M

Intelligence ~29 FTE

- Intelligence Operations
- Counter-Insider Threat

NAICS	SIZE
541690	\$16.5M

Security/Counterintelligence ~122 FTE

- Counterintelligence
- Security Program Execution
- Information Security
- Special & Personnel Security
- Declassification

NAICS	SIZE
541690	\$16.5M

Professional Services Portfolio

Facilities Life-cycle Mgt ~95 FTE

- Infrastructure Planning/Policy
- Asset Management
- Facilities Design/Acquisition/Construction Support
- Site Activation/Deployment

NAICS	SIZE
541330	\$41.5M

TEAMS-Next Awards

Award Number	NAICS	Announcement	Company
HQ0858-20-C-0008	541611	MDA TEAMS Contracting, Compliance, Cost/Price Operations (C3PO)	Kepler Research, Inc.

For the most up-to-date information on TEAMS-Next please visit beta.SAM.gov





Solicitation	Contract Number	Solicitation Name	Awarded	
HQ0147-15-R-0007	HQ0147-16-C-0013	SBSA - Quality and Mission Assurance	a.i. solutions Inc.	12/9/2015
HQ0147-15-R-0008	HQ0147-16-C-0015	SBSA - Safety	A-P-T Research Inc.	1/5/2016
HQ0147-15-R-0011	HQ0147-16-C-0030	F&O - Warfighter Integration	Parsons Government Services Inc.	3/31/2016
HQ0147-15-R-0014	HQ0147-16-C-0024	SBSA - Environmental Management	Mabbett & Associates Inc.	4/22/2016
HQ0147-15-R-0027	HQ0147-16-C-0034	SBSA - Test Exercise, and Wargames	Millennium Engineering and Integration	4/29/2016
HQ0147-15-R-0032	HQ0147-16-C-0033	SDVOSB - Office Administration	Yorktown Systems Group, Inc.	5/3/2016
HQ0147-15-R-0012	HQ0147-16-C-0036	F&O - Counterintelligence	ManTech Advanced Systems International, Inc.	5/10/2016
HQ0147-15-R-0009	HQ0147-16-C-0037	F&O - Security Programs	Booz Allen Hamilton	5/10/2016
HQ0147-15-R-0016	HQ0147-16-C-0038	F&O - Intelligence Program	Booz Allen Hamilton	5/19/2016
HQ0147-15-R-0022	HQ0147-16-C-0040	SBSA - Cybersecurity Engineering	nou Systems, Inc.	5/26/2016
HQ0147-15-R-0021	HQ0147-16-C-0041	SBSA - Logistics	Venturi Inc.	6/13/2016
HQ0147-15-R-0013	HQ0147-16-C-0047	SBSA - Acquisition	BCF Solutions, Inc.	6/17/2016
HQ0147-16-R-0003	HQ0147-16-C-0042	F&O - Weapons and Missile Engineering	Parsons Government Services Inc.	6/30/2016
HQ0147-16-R-0014	HQ0147-16-C-0057	SDVOSB - Strategic Planning	Strategic Alliance Business Group	7/7/2016
HQ0147-16-R-0004	HQ0147-16-C-0070	F&O - C3BM Engineering	Parsons Government Services Inc.	8/3/2016
HQ0147-16-R-0011	HQ0147-16-C-0077	SBSA - Test Provisioning	Torch Technologies	9/22/2016
HQ0147-15-R-0024	HQ0147-17-C-0007	SBSA - International Affairs	Allied Associates International, Inc.	11/8/2016
HQ0147-16-R-0009	HQ0147-17-C-0028	F&O - BMD Systems Engineering (including M&S)	Parsons Government Services Inc.	3/23/2017
HQ0147-17-R-0001	HQ0147-17-C-0034	F&O - Facilities Life Cycle Management	Parsons Government Services Inc.	5/23/2017
HQ0147-16-R-0008	HQ0147-17-R-0055	F&O - BMDS CSM/CND	Booz Allen Hamilton	8/15/2017
HQ0147-15-R-0017	HQ0147-18-C-0004	SDVOSB - Facilities, Logistics and Space Management	Strategic Alliance Business Group	10/4/2017
HQ0147-16-R-0002	HQ0147-18-C-0001	SBSA - Predictive BMDS Engineering	Torch Technologies	10/19/2017
HQ0147-16-R-0018	HQ0147-18-C-0003	SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	Modern Technology Solutions, Inc.	10/30/2017
HQ0147-16-R-0016	HQ0147-18-C-0023	SBSA - International Engineering	PeopleTec, Inc.	8/28/2018
HQ0147-16-R-0005	HQ0147-18-C-0012	SBSA - Cybersecurity Compliance and Risk Management	Decisive Analytics Corporation	1/26/2018
HQ0147-17-R-0019	HQ0147-18-C-7121	8(a) – Public Affairs Support	DigitalSpec, LLC	2/14/2018
HQ0147-17-R-0017	HQ0147-18-C-0020	F&O - Agency Advisory & Analytical Support	MacAulay-Brown Inc. (MacB)	4/18/2018
HQ0147-18-R-0004	HQ0796-18-C-0002	SBSA – Information Technology Management and Analysis	Five Stones Research Corporation	8/8/2018
HQ0147-16-R-0055	HQ0147-16-C-0025	SBSA – Business Operations	Veterans Technology	7/20/2018
HQ0147-18-R-0006	HQ0147-18-C-0038	SBSA – Human Resources	LSINC Corporation	9/17/2018
HQ0147-17-R-0018	HQ0147-18-C-0041	WOSB- Protocol Support	L.C. Wright, Inc.	9/20/2018

TOP TEN REPORTS

Fiscal Year 2020 to Date

MDA Top 10 Large Business Contractors

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

MDA Top Small Business Contractors

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

TOP TEN REPORTS

Fiscal Year 2020 to Date

MDA Top 10 NAICS Codes

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

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/>
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.



The Missile Defense Agency's **LARGE PRIME CONTRACTORS**

System Integrators



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

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Advisory and Assistance Services (A&AS)



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Kathy DeWeese
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Small Business Compliance
SmallBusinessCompliance@BAH.com



Jason Bryant
Jason.L.Bryant@SAIC.com

LARGE PRIME CONTRACTORS NAICS & CAPABILITY AREAS OF INTEREST

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 at strategic, regional and operational levels to systematically plan missile defense operations, to collectively see the battle develop, and to dynamically manage designated networked sensors and weapons systems to achieve global and regional mission objectives.

NMCC USSTRATCOM USNORTHCOM USINDOPACOM USEUCOM USCENTCOM



SENSORS

An effective layered defense incorporates a wide-range of sensors to detect and track threat missiles through all phases of their trajectory. Satellites and a family of land- and sea-based radars provide worldwide sensor coverage.



SATELLITE SURVEILLANCE
BMDS OPIR ARCHITECTURE



UPGRADED EARLY
WARNING RADARS



FORWARD-BASED
RADARS



AEGIS BMD
SPY RADARS



DISCRIMINATING
RADARS

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*

Jerrold 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 -
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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

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

FY 2020 Q4 Calendar of Events

JULY

23

U.S. Women's Chamber of Commerce
Virtual National Small Business
Federal Contracting Summit

AUGUST

10 - 13

Space Tech Expo Connect, Virtual

20

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

