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Next Issue: October 2021

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.
<table>
<thead>
<tr>
<th>CODE</th>
<th>DESCRIPTION</th>
<th>OBLIGATED</th>
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<tbody>
<tr>
<td>541715*</td>
<td>Research and Development in the Physical Engineering and Life Sciences (except Nanotechnology and Biotechnology)</td>
<td>$1,485,098,419.49</td>
</tr>
<tr>
<td>336414</td>
<td>Guided Missile and Space Vehicle Manufacturing</td>
<td>$1,058,525,443.63</td>
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<tr>
<td>541712*</td>
<td>Research and experimental development in the physical, engineering, and life sciences</td>
<td>$744,303,300.42</td>
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<tr>
<td>541714</td>
<td>Research and Development in Biotechnology (except Nanobiotechnology)</td>
<td>$660,993,953.43</td>
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<tr>
<td>336413</td>
<td>Other Aircraft Parts and Auxiliary Equipment Manufacturing</td>
<td>$610,465,499.00</td>
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<td>334511</td>
<td>Search Detection Navigation Guidance Aeronautical and Nautical System and Instrument Manufacturing</td>
<td>$384,921,723.86</td>
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<tr>
<td>541511</td>
<td>Custom Computer Programming Services</td>
<td>$377,339,887.97</td>
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<tr>
<td>811219</td>
<td>Other Electronic and Precision Equipment Repair and Maintenance</td>
<td>$362,123,992.20</td>
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<td>541330</td>
<td>Engineering Services</td>
<td>$160,516,312.35</td>
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<tr>
<td>541720</td>
<td>Research and Development in the Social Sciences and Humanities</td>
<td>$117,143,531.84</td>
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<tr>
<td>541614</td>
<td>Process Physical Distribution and Logistics Consulting Services</td>
<td>$73,336,997.19</td>
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<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
<td>$58,481,924.02</td>
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<td>541690</td>
<td>Other Scientific and Technical Consulting Services</td>
<td>$34,022,409.56</td>
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<td>541513</td>
<td>Computer Facilities Management Services</td>
<td>$18,909,659.82</td>
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<tr>
<td>541710*</td>
<td>Research and Development in the Physical Engineering and Life Sciences</td>
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<td>541519</td>
<td>Other Computer Related Services</td>
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<td>561720</td>
<td>Janitorial Services</td>
<td>$9,022,939.46</td>
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<tr>
<td>561612</td>
<td>Security Guards and Patrol Services</td>
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<td>561210</td>
<td>Facilities Support Services</td>
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<td>541612</td>
<td>Human Resources Consulting Services</td>
<td>$5,095,292.70</td>
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*Codes 541710 and 541712 are now reported under 541715

Source: FPDS, 10/01/2020 - 6/15/2021
Outreach Program

PURPOSE
Engage the business community to gain insight necessary to develop and maintain a superior knowledge of the industrial market MDA relies on for missile defense; offer marketplace knowledge that can help identify potential sources and solutions capable of meeting MDA mission requirements.

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.

ELECTRONIC SMALL BUSINESS INFORMATION EXCHANGE (eSBIE)

Effective October 1, 2020 the Missile Defense Agency (MDA) Office of Small Business Programs (OSBP) Electronic Small Business Information Exchange (eSBIE) was decommissioned.

Customer Relationship Management (CRM) System
We are working on a new and improved Customer Relationship Management (CRM) system expanding our outreach program to manage and communicate more effectively and efficiently with Small Businesses. Effective October 1, 2020 the Missile Defense Agency (MDA) Office of Small Business Programs (OSBP) Electronic Small Business Information Exchange (eSBIE) was decommissioned. All Small business information in eSBIE will be migrated to the CRM system when it becomes available on or about July 30, 2021.

If you have any questions, you may contact us by sending an email to outreach@mda.mil.
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).
7. Become familiar with government contracting procedures.
8. Become familiar with MDA and how your company can help the Agency accomplish its mission.
10. Consider the GSA schedule program and other best-in-class contracts.
11. Explore subcontracting and joint venture/teaming opportunities.
12. Make an appointment to speak with the 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
Website
www.mda.mil
CURRENT AND UPCOMING MDA REQUIREMENTS

REQUEST FOR PROPOSALS (RFP)

<table>
<thead>
<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Draft RFP Published</th>
<th>Response Date</th>
</tr>
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<tbody>
<tr>
<td>HQ0858-21-R-0014</td>
<td>541330</td>
<td>TEAMS-Next Program Planning and Acquisition (PP&amp;A)</td>
<td>6/25/2021</td>
<td>7/9/2021</td>
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SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

<table>
<thead>
<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Announcement</th>
<th>RFI Published</th>
<th>Response Date</th>
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<tbody>
<tr>
<td>21-MDA-10817</td>
<td>54133</td>
<td>TEAMS Next Facilities Lifecycle Management (FLCM)</td>
<td>5/9/2021</td>
<td>6/14/2021</td>
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SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

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<th>Notice ID</th>
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<th>Response Date</th>
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<tr>
<td>HQ0858-21-R-CYBER</td>
<td>611430</td>
<td>Sources Sought - MDA Cyber Security Training Course</td>
<td>7/1/2021</td>
<td>7/15/2021</td>
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BROAD AGENCY ANNOUNCEMENTS (BAA)

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<th>Notice ID</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Published Date</th>
<th>Response Date</th>
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<tr>
<td>HQ0860-21-S-0001</td>
<td>541715</td>
<td>MISSILE DEFENSE AGENCY (MDA) INNOVATION, SCIENCE &amp; TECHNOLOGY (IS&amp;T) BROAD AGENCY ANNOUNCEMENT (BAA) - FAR AND NON-FAR SOLUTIONS</td>
<td>3/30/2021</td>
<td>4/2/2023</td>
</tr>
<tr>
<td>HQ0852-21-S-0001</td>
<td>541715</td>
<td>Command and Control, Battle Management &amp; Communications (C2BMC) Advanced Research Opportunity (ARO) Broad Agency Announcement (BAA)</td>
<td>12/14/2020</td>
<td>12/15/2021</td>
</tr>
</tbody>
</table>

*Items in italics are new since the previous newsletter (April 2021)*

For the most up-to-date information please visit [SAM.gov](http://SAM.gov)
<table>
<thead>
<tr>
<th>Contract Number</th>
<th>Solicitation Name</th>
<th>Awarded</th>
<th>Extended Period of Performance</th>
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<tbody>
<tr>
<td>HQ0147-16-C-0013</td>
<td>SBSA - Quality and Mission Assurance</td>
<td>a.i. solutions Inc.</td>
<td>12/9/2015</td>
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<tr>
<td>HQ0147-16-C-0015</td>
<td>SBSA - Safety</td>
<td>A-P-T Research Inc.</td>
<td>1/5/2016</td>
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<tr>
<td>HQ0147-16-C-0030</td>
<td>F&amp;O - Warfighter Integration</td>
<td>Parsons Government Services Inc.</td>
<td>3/31/2016 – 8/15/2021</td>
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<tr>
<td>HQ0147-16-C-0024</td>
<td>F&amp;O - Environmental Management</td>
<td>Mabbett &amp; Associates Inc.</td>
<td>4/22/2016</td>
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<tr>
<td>HQ0147-16-C-0034</td>
<td>SBSA - Test Exercise, and Wargames</td>
<td>Millennium Engineering and Integration</td>
<td>4/29/2016</td>
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<tr>
<td>HQ0147-16-C-0033</td>
<td>SDVOSB - Office Administration</td>
<td>Yorktown Systems Group, Inc.</td>
<td>5/3/2016</td>
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<tr>
<td>HQ0147-16-C-0036</td>
<td>F&amp;O - Counterintelligence</td>
<td>ManTech Advanced Systems International, Inc.</td>
<td>5/10/2016 – 4/12/2022</td>
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<tr>
<td>HQ0147-16-C-0037</td>
<td>F&amp;O - Security Programs</td>
<td>Booz Allen Hamilton</td>
<td>5/10/2016 – 4/12/2022</td>
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<tr>
<td>HQ0147-16-C-0038</td>
<td>F&amp;O - Intelligence Program</td>
<td>Booz Allen Hamilton</td>
<td>5/19/2016 – 12/6/2021</td>
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<td>HQ0147-16-C-0040</td>
<td>SBSA - Cybersecurity Engineering</td>
<td>nou Systems, Inc.</td>
<td>5/26/2016 – 6/17/2022</td>
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<tr>
<td>HQ0147-16-C-0041</td>
<td>SBSA - Logistics</td>
<td>Venturi Inc.</td>
<td>5/26/2016</td>
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<tr>
<td>HQ0147-16-C-0047</td>
<td>SBSA - Acquisition</td>
<td>BCF Solutions, Inc.</td>
<td>6/17/2016 – 7/19/2022</td>
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<tr>
<td>HQ0147-16-C-0042</td>
<td>F&amp;O - Weapons and Missile Engineering</td>
<td>Parsons Government Services Inc.</td>
<td>6/30/2016</td>
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<tr>
<td>HQ0147-16-C-0057</td>
<td>SDVOSB - Strategic Planning</td>
<td>Strategic Alliance Business Group</td>
<td>7/7/2016 – 3/7/2022</td>
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<td>HQ0147-16-C-0070</td>
<td>F&amp;O - C3BM Engineering</td>
<td>Parsons Government Services Inc.</td>
<td>8/3/2016</td>
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<tr>
<td>HQ0147-16-C-0077</td>
<td>SBSA - Test Provisioning</td>
<td>Torch Technologies</td>
<td>9/22/2016</td>
</tr>
<tr>
<td>HQ0147-17-C-0007</td>
<td>SBSA - International Affairs</td>
<td>Allied Associates International, Inc.</td>
<td>11/8/2016 – 12/15/2022</td>
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<tr>
<td>HQ0147-17-C-0028</td>
<td>F&amp;O - BMD Systems Engineering (including M&amp;S)</td>
<td>Parsons Government Services Inc.</td>
<td>3/23/2017</td>
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<tr>
<td>HQ0147-17-C-0034</td>
<td>F&amp;O - Facilities Life Cycle Management</td>
<td>Parsons Government Services Inc.</td>
<td>5/23/2017</td>
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<tr>
<td>HQ0147-17-R-0055</td>
<td>F&amp;O - BMDS CSM/CND</td>
<td>Booz Allen Hamilton</td>
<td>8/15/2017</td>
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<tr>
<td>HQ0147-18-C-0004</td>
<td>SDVOSB - Facilities, Logistics and Space Management</td>
<td>Strategic Alliance Business Group</td>
<td>10/4/2017</td>
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<tr>
<td>HQ0147-18-C-0001</td>
<td>SBSA - Predictive BMDS Engineering</td>
<td>Torch Technologies</td>
<td>10/19/2017</td>
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<tr>
<td>HQ0147-18-C-0003</td>
<td>SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)</td>
<td>Modern Technology Solutions, Inc.</td>
<td>10/30/2017</td>
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<tr>
<td>HQ0147-18-C-0023</td>
<td>SBSA - International Engineering</td>
<td>PeopleTec, Inc.</td>
<td>8/28/2018</td>
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<td>HQ0147-18-C-0012</td>
<td>SBSA - Cybersecurity Compliance and Risk Management</td>
<td>Decisive Analytics Corporation</td>
<td>1/26/2018</td>
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<tr>
<td>HQ0147-18-C-7121</td>
<td>8(a) – Public Affairs Support</td>
<td>Digitalspec, LLC</td>
<td>2/14/2018</td>
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<tr>
<td>HQ0147-18-C-0020</td>
<td>F&amp;O - Agency Advisory &amp; Analytical Support</td>
<td>MacAulay-Brown Inc. (MacB)</td>
<td>4/18/2018</td>
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<tr>
<td>HQ0796-18-C-0002</td>
<td>SBSA – Information Technology Management and Analysis</td>
<td>Five Stones Research Corporation</td>
<td>8/8/2018</td>
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<td>HQ0147-16-C-0025</td>
<td>SBSA – Business Operations</td>
<td>Veterans Technology</td>
<td>7/20/2018</td>
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<td>HQ0147-16-C-0038</td>
<td>SBSA – Human Resources</td>
<td>LSINC Corporation</td>
<td>9/17/2018</td>
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<tr>
<td>HQ0147-18-C-0041</td>
<td>WOSB- Protocol Support</td>
<td>L.C. Wright, Inc.</td>
<td>9/20/2018</td>
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</tbody>
</table>

All information valid as of 30 June 2021
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 2020-O0008 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 Contracts Awarded**

<table>
<thead>
<tr>
<th>Award Number</th>
<th>NAICS</th>
<th>Announcement</th>
<th>Company</th>
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</thead>
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<tr>
<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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<tr>
<td>HQ0858-21-C-0010</td>
<td>541715</td>
<td>TEAMS - Next Quality and Mission Assurance (QMA)</td>
<td>AI Solutions, Inc.</td>
</tr>
<tr>
<td>HQ085821-C-0012</td>
<td>541330</td>
<td>TEAMS-Next Warfighter Operational Integration</td>
<td>Strategic Alliance Solutions, LLC</td>
</tr>
<tr>
<td>HQ085821-C-0014</td>
<td>541715</td>
<td>TEAMS-Next Test Support</td>
<td>MP Solutions, LLC</td>
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<tr>
<td>HQ0858-21-C-0015</td>
<td>541715</td>
<td>TEAMS-Next MDS Engineering</td>
<td>Parsons Government Services</td>
</tr>
<tr>
<td>HQ085821-21-C-0013</td>
<td>541690</td>
<td>TEAMS-Next Intelligence and Counter-Insider Threat, Intel</td>
<td>Mobius Consulting, LLC</td>
</tr>
</tbody>
</table>

For the most up-to-date information on TEAMS-Next please visit [SAM.gov](https://www.sam.gov)

**TEAMS-Next Schedule**

v3 - 29 June 2021

_approved re-baseline_
The Missile Defense Agency (MDA) has available test time for Heavy Ion (HI) Single Event Effects (SEE) characterization of electronic piece parts in the Natural Space Environment (NSE) at the NASA Space Radiation Laboratory (NSRL) and Lawrence Berkeley National Laboratory (LBNL) over the course of the next five (5) years.

MDA’s mission requires the synchronized integration of platforms, sensors, and other components of the Missile Defense System (MDS), which were, or are, under separate development by multiple contractors. MDA uses the concept of End-to-End performance to serve as the organizing principle that aligns and synchronizes these efforts to achieve the desired operational end-state for the MDS. Further, the MDA mission relies on a robust industrial base for the critical supply, at scale, of parts approved for use in a space environment. In support of its mission, MDA plans to utilize a portion of this HI test time for the purpose of establishing a radiation parts database and preferred parts listing via testing of electronics parts identified as common, or potentially beneficial, to multiple components of the MDS. Additional information about MDA’s mission is available at www.MDA.mil.

MDA intends to make test time available to vendors whose candidate parts support the above initiative. MDA’s availability only extends to beam time. Vendor participants are responsible for all of the other necessary resources to undergo and complete testing to include the test team, part samples and test fixtures.

The foundation of the radiation parts database and preferred parts list, which ultimately contributes to a robust industrial base, is a standard test approach that will meet generic MDA ballistic missile needs while providing consistent data for comparison of parts in NSE across multiple potential applications. A SEE Characterization Requirements Document will establish the minimum testing expectations based on technology type that each part must adhere to.

Prospective applicants should be aware that the Government must have the requisite ability, short and long-term, to support parts’ continued development, future production, operation, maintenance, upgrade, and modification of such. This includes minimizing restrictions on Intellectual Property rights for the resulting final data, analysis, and test reports that impact MDA’s ability to maintain or certify changes to the tested configuration or MDA’s ability to conduct studies, material review boards, and major weapons systems parts selection efforts.

Interested vendors can email the MDA Heavy Ion Test Allocation Council (HITAC) at MDAHITACadmin@mda.mil. Upon receipt of the email, MDA will provide a full test application, to include the SEE Characterization Requirements Document mentioned above. Vendors who find the application and its attachments agreeable may submit an application accordingly.

MDA’s HITAC will review applications on a rolling basis; however, the timely submission of an application is paramount to the allocation of test time.
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 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

For More Information:
(256) 450-2872 | MPP@mda.mil
http://business.defense.gov/Programs/mentor-protege-program/
MPP Updates

The MDA’s DoD Mentor-Protégé Program continues to be successful in overseeing the development of small business capabilities through collaboration with large businesses. These collaborative efforts increase opportunities for small businesses to compete successfully for future prime and subcontracting opportunities. The MDA OSBP staff assisted potential Mentor-Protégé Program teams by providing constructive feedback and making recommendations to strengthen future agreements.

This guidance resulted in the MDA’s award of 2 new agreements in the Spring of 2021 between Raytheon and FUSE and Raytheon and Oceanetics. Kickoff meetings for these new agreements were held the last week of June 2021, during which Raytheon discussed the technical capabilities of FUSE and Oceanetics and how Raytheon plans to help these new protégés to grow.

These new agreements are intended to provide FUSE and Oceanetics the opportunity to accelerate and strengthen their business and technology skills to be used in support of AEGIS Ashore Poland, THAAD USFC Joint Emergent Operational Need (JEON), and THAAD Kingdom of Saud Arabia Foreign Military Sales. In addition, the agreements will groom FUSE and Oceanetics as industry assets by increasing certifications, honing business skills, refining technical roadmap and advancing cutting edge technology.
The Missile Defense Agency’s

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Meet Our Staff

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Small Business Advisor

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Mentor-Protégé Program

Ms. Cheryl Michael
Analyst, Outreach Coordinator,
Kepler Research

Ms. Nicole Greene
Mentor-Protégé Program Analyst,
Eccalon, LLC
# FY 2021 Q4 Calendar of Events

### 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**
  https://www.mda.mil/business/SBIR_STTR_programs.html

- **SAM.gov**
  https://SAM.gov

- **MDA Small Business Advocacy Council**
  www.mda.mil/business/bus_mdasbac.html

- **MDA Unsolicited Proposal Guide**

- **Defense Innovation Marketplace**
  https://defenseinnovationmarketplace.dtic.mil/

### FY 2021 Q4 Calendar of Events

<table>
<thead>
<tr>
<th>JULY</th>
<th>AUGUST</th>
<th>SEPTEMBER</th>
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<tbody>
<tr>
<td>TBD</td>
<td>10 - 12</td>
<td>2, 23</td>
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<tr>
<td></td>
<td>SMD Symposium VBC</td>
<td>HUBZone Small Business Virtual Summit Matchmaking</td>
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<td></td>
<td>Huntsville, AL</td>
<td>Virtual Small Business Training Week 2021 (SBTW21) for DoD OSBPs</td>
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<tr>
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<td>17 - 19</td>
<td>15 - 16</td>
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<tr>
<td></td>
<td>Virtual Small Business Training Week 2021 (SBTW21) for DoD OSBPs</td>
<td>Northrop Grumman Small Business Event Colorado Springs, CO</td>
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For the most up-to-date listing of events being attended by MDA OSBP please visit [https://www.mda.mil/business/bus_calendar.html](https://www.mda.mil/business/bus_calendar.html)

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For information about the Mentor-Protégé Program, please email MPP@mda.mil.

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