



Missile Defense Agency

Office of Small Business Programs

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Message from the Director, Lee Rosenberg

I have to report some very sad news. Barney Klehman, the MDA Director for Acquisition, recently passed away to the shock and dismay of all of us who knew and worked with him. It was totally unexpected and will be a tremendous loss to the Agency. I wanted to devote my article in this edition of the newsletter to Barney and to highlight to you what a great person Barney was and how his support of me, both personally and professionally, allowed the MDA OSBP to grow into a high performing and supportive activity.

Barney served his country for 41 years in various capacities as a civil servant starting as a contract pricer in California with the predecessor Agency to the current DCMA and culminating with his current position in the Agency as a member of the Senior Executive Service (SES). Barney dedicated his life to the pursuit of excellence in whatever he did, becoming a consummate expert in all areas of contracting and acquisition. He spent most of his career with the Air Force at Space and Missile Command before coming to the MDA.

I first met Barney when he came to the MDA in 2004 as the newly appointed SES Director for Contracts. At the time I was working in the Acquisition Support Cadre (ASC) helping the MDA programs develop innovative acquisition strategies. ASC came under Barney and from the beginning I could tell that I was working for a great leader and human being. Barney immediately began to seek out all his employees for input on what they did and how they did it. What impressed me was that he listened intently and took notes to ensure

he understood the job from the perspective of the person doing it. While he may not, at that time, have been particularly savvy about what we did in the in the ASC, which might have accounted for his undivided attentiveness, I noticed he approached the line contracting people the same way and I knew he was intimately familiar with that function. It was truly impressive to see this SES sitting with a contract specialist and listening intently to what he or she had to say, but that was Barney—people mattered to him.

Barney was the consummate people person. He would go to the ends of the earth to support you if you were giving it your all, but he had little tolerance for people who wouldn't give 100% at their jobs. He allowed mistakes so long as they were made in the honest pursuit of excellence. If they were born of gross incompetence or laziness, he was first in line to express his displeasure and demand improvement.

In 2005, the MDA OSBP Director retired and my old ASC boss was reassigned to that office as the Acting Director. Shortly before the old Director's retirement, the MDA OSBP Deputy Director passed away suddenly leaving a vacancy. I was reassigned by Barney to the vacant Deputy Director position. To make a long story short, two weeks after I got to the office I was made the MDA OSBP Acting Director due to my former boss leaving the Agency for another job. Through all of this turmoil, Barney was by my side with understanding, advice, and assistance whenever I needed it. Barney was like that; if you tried, Barney was there to help.

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As it turned out, I applied for the job that I was currently performing as the MDA OSBP Director and was selected for it permanently—the job I hold to this day and that was 8 years (and many Barneyisms) ago.

To know Barney was to love him. He was jovial, friendly to a fault and respectful of you as a person. To sit in a meeting with Barney was sometimes tortuous—he had a tendency to turn everything into a teaching moment. This often meant long explanations for his positions to ensure everyone understood thoroughly his problem solving rationale and decisions. Yet, if one took the time after the meeting to think about what Barney had presented, one would inevitably learn something. I know I did. I wish I had learned to listen as well to Barney as he listened to me; I would be much better for it today.

Barney was always an advocate for small businesses in whatever forum in which I saw him. In fact, I would often tell small businesses they had two seats at the table of Acquisition Strategy Panel meetings where acquisition strategies for the Agency are approved. My participation advocating for maximizing small business utilization in those strategies was expected, but Barney, standing shoulder to shoulder with me, was often a surprise to others. Barney clearly understood the value small businesses bring to the table and made sure those in the MDA senior leadership were aware of that value. My undying appreciation for Barney from a small business professional's point of view is born largely by the support he gave me in doing my job. Without that support I never would have been able to build the MDA OSBP into the high performing activity it is today nor maximize as much small business utilization on Agency contracts as we have today.

Someone eventually will fill the position of the MDA Director for Acquisition; no one will ever fill the position of Barney Klehman. He was my friend and he was my Mentor and I shall miss him terribly. I know, however, that somewhere in the heavens there is a group of angels sitting in a room looking at the clock, listening to Barney explain yet another reason why his solution for contracting for new pearly gates in heaven is the correct one and wondering if the meeting will ever end. I also know that, at the end of that meeting, they will love him as much as we did in the Agency.

Advanced Technology Advanced Research Awards FY12 Rapid Innovation Projects

by Ashley Lindley

The Rapid Innovation Fund Program

The Rapid Innovation Fund (RIF), enacted by Congress, provides the Department of Defense (DoD) authority to support research that facilitates rapid insertion of innovative technologies into military systems and/or national security critical programs.

For the FY12 RIF Broad Agency Announcement (BAA) solicitation MDA's Advanced Technology Advanced Research (DVR) office reviewed 23 whitepapers from industry that focused on three topic areas: Exo-atmospheric Kill Vehicle (EKV) Inertial Measurement Unit (IMU), Advanced Hybrid Ablator for BMDS Interceptors, and Structural Insulator Materials for Solid Rocket Motor DACS. MDA/DVR selected three meritorious whitepapers, one from each topic, to proceed with a request for full proposal, then subsequently evaluated all three proposals, recommended each for award, and placed all three on contract for a total of more than \$8M.

Awarded Projects

Scientific, Inc. in collaboration with Kearfott, Corp. proposes validating an innovative ring laser IMU specifically designed for EKVs as an alternative to traditional Fiber Optic Gyroscope IMUs. This ring laser IMU has the best shock and vibration performance of known prototypes tested to date. The tasks outlined for this project include fabricating three prototype ring laser IMUs and performing various qualification tests (temperature/altitude, pressure transient, vibration, shock, humidity, radiation).

Ultramet proposes to develop advanced, lightweight, low erosion ablative materials for third stage rocket motor and kill vehicle applications. Their scalable ablative- and aerogel-filled structural foam insulators have demonstrated thermal protection capabilities. Research goals include optimizing and hot-fire testing a hybrid ablative exit cone that offers substantial weight, volume, and cost advantages over standard ablaters.

MATECH proposes to conduct process optimization testing to transition a high temperature and dimensionally stable structural insulator material for DACS systems using carbon fiber with Zirconium Oxy-Carbide matrix with an oxidation resistant coating. Their technical approach includes evaluating all processing variables and effects on anisotropic properties and hot physical properties.



Message from the Deputy, Genna Wooten

Congress has enacted three major changes to the limitations on subcontracting rules for small business prime contractors performing service contracts with the Government. While these changes have been signed into law, they have not been incorporated into Federal regulations yet. Once these changes are incorporated in the Federal Register, small businesses should take the opportunity to comment on the proposed language.

The first change relates to the way limitations on subcontracting, or the "50% rule," will be calculated. Prior to the 2013 NDAA, small business prime contractors were required to perform at least 50% of the labor cost incurred with their own personnel, not including material and other direct cost. The 2013 NDAA changes the way small business contractors calculate their limitations on subcontracting requirement. The NDAA now calculates the requirement for service contracts based on the total contract cost (not just labor cost) and includes material and other direct cost as well. In other words, a small business prime contractor must perform at least 50% of the total cost of the contract, not labor cost. The new requirement should be easier for contractors to determine if they are complying with the limitations on subcontracting. Small businesses will no longer need to separate their labor and the labor of their subcontractors to determine which labor cost percentage they are spending as the prime.

The second change relates to meeting the limitation on subcontracting requirements by subcontracting to "similarly situated entities." This new rule allows a small business to satisfy its limitation on subcontracting performance requirements by subcontracting to another small business that is a similarly situated entity. The term "similarly situated entity" means a subcontractor that:

- (A) if a subcontractor for a small business concern, is a small business concern;
- (B) if a subcontractor for a small business concern eligible to receive contracts under section 8(a), is such a concern;
- (C) if a subcontractor for a small business concern owned and controlled by women (as defined in section 8(m)), is such a concern;
- (D) if a subcontractor for a small business concern owned and controlled by women (as defined in section 8(m)) that is not less than 51 percent owned by 1 or more women who are economically disadvantaged (and such ownership is determined without regard to any community property law), is such a concern;
- (E) if a subcontractor for a qualified HUBZone small business concern, is such a concern; or
- (F) if a subcontractor for a small business concern owned and controlled by service-disabled veterans, is such a concern.

The "similarly situated entity" rule will allow small businesses greater flexibility to meet their performance of work obligations and should be advantageous to small business Government contractors.

The third change deals with penalties in reference to the limitations on subcontracting and may not be as welcoming to small businesses as the other two changes are. Section 1652 of the 2013 NDAA identifies the penalty for violating the limitations on subcontracting shall be the greater of \$500,000; or the dollar amount expended, in excess of permitted levels, by the entity on subcontractors.

This is a significant change to the current law and regulations, which does not provide any express penalties to enforce the limitations on subcontracting rule.

I recommend that you keep your eyes open for these changes to be published in the Federal Register and understand the full impact that these changes may have on your small business contracting with the Federal Government.

SBA Proposes to Rescind Waiver of Nonmanufacturing Rule

by Jerrol Sullivan

The Small Business Administration (SBA) is proposing to rescind a class waiver from the nonmanufacturer rule for aerospace ball and roller bearings, North American Industry Classification System (NAICS) code 332991, Product Service Code (PSC) 3110. SBA may waive the nonmanufacturer rule for any class of products for which there are no small business manufacturers or processors available to participate in the Federal market. SBA issued a waiver for aerospace ball and roller bearings on April 16, 2011, but is considering rescission based on information submitted by several small business manufacturers of aerospace ball and roller bearings that have done business with the Federal Government within the previous two years.

Comments and source information are due by May 6, 2013. Source Article: Waiver of the Nonmanufacturer Rule [Source: Federal Register, Publication Date: 4/4/2013]

Typically subcontracting limitations apply to contracts set-asides for small business. Under the terms of the contracts, the prime is limited in how much work it could outsource to subcontractors. Under such conditions, the performance requirements state that the prime contractor must generally perform at least 50% of the work on the contract for all service or supplies contracts, as outlined in federal regulations. With an SBA-granted waiver of the nonmanufacturer rule, small businesses and 8(a) businesses should guard against using the set-aside contract as a pass-through, with a large business receiving the bulk of the procurement dollars. 8(a) businesses should ensure the waiver does not undermine the 8(a) program's intent to obtain business development experience for the 8(a) business through the awarded contract. The contracting agency should take care not to count the large business revenue toward its annual small business goal.



MiDAESS Awards

Full and Open

Blue text indicates IDIQ Awards
 Red text indicates Task Order Awards
 Yellow background indicates Recompeted/Recently Awarded

Acquisition Support (Capability Group 2)		IDIQ Contract Award Date: 9/8/2010	
Booz Allen Hamilton	HQ0147-10-D-0018	DP-01	1/19/2013 Integration Synchronization
Computer Sciences Corporation	HQ0147-10-D-0019	DOB-03	1/21/2011 Budget Execution/Funds Control
Paradigm Technologies, Inc.	HQ0147-10-D-0020	DOB-02	2/28/2011 Strategic Financial Planning
Odyssey Systems Consulting Group	HQ0147-10-D-0021	DOB-07	2/27/2013 Financial Systems Support & Integration

Engineering Support (Capability Group 3)		IDIQ Contract Award Date: 8/30/2010	
ERC, Inc.	HQ0147-10-D-0006	DE-01	7/8/2011 System Engineering Integration
Madison Research Corporation	HQ0147-10-D-0007	DE-05	3/22/2011 Sensor Engineering
Computer Sciences Corporation	HQ0147-10-D-0008	DT-04	11/4/2011 General Test Support
General Dynamics IT	HQ0147-10-D-0009	DT-02	2/14/2011 Ground Test Support
Sparta, Inc.	HQ0147-10-D-0010	DE-03	6/8/2011 Weapons and Missile Systems
		DE-07	5/28/2013 Space Portfolio Engineering
		DE-08	5/24/2011 C3BM
		DE-10	5/26/2011 M&S Engineering
		DE-11	3/24/2011 Laser (Directed Energy) System Engineering
		DT-01	5/20/2011 Flight and Component Test Support

Infrastructure and Deployment Support (Capability Group 4)		IDIQ Contract Award Date: 6/23/2010	
Computer Sciences Corporation	HQ0147-10-D-0022	DPF-01	3/10/2011 Facility, Logistics, and Space Management
		DPF-03	5/30/2013 Environmental Management
		DT-08	8/11/2011 Warfighter Operational Support
General Dynamics IT	HQ0147-10-D-0023	DDW-01	2/15/2013 Warfighter Strategic Integration
Sparta, Inc.	HQ0147-10-D-0024	DDW-02	5/26/2011 Operations Support
		DPF-02	4/21/2011 Facilities Life-Cycle Management Site Activation Planning, Deployment, and Integration

Agency Operations Support (Capability Group 5)		IDIQ Contract Award Date: 6/17/2010	
ALATEC, Inc.	HQ0147-10-D-0002	DS-01	10/26/2012 Functional Management and Non-Matrix Admin. Support
Computer Sciences Corporation	HQ0147-10-D-0003		
EMC, Inc.	HQ0147-10-D-0004		

Security and Intelligence Support (Capability Group 6)		IDIQ Contract Award Date: 8/30/2010	
Booz Allen Hamilton, Inc.	HQ0147-10-D-0011	DEI-02	6/14/2013 Declassification
		IC-03	7/22/2011 BMDS Information Assurance/Computer Network Defense
		DEI-03	5/1/2012 Intelligence
Lockheed Martin, Inc.	HQ0147-10-D-0012	DEI-06	7/7/2011 Cyber Security and Engineering
ManTech International Corporation	HQ0147-10-D-0013	DEI-01	5/23/2011 Security and Program Protection
		DEI-05	6/5/2013 Counterintelligence

Agency Advisory Analytical Support (Capability Group 7)		IDIQ Contract Award Date: 2/14/2011	
Booz Allen Hamilton, Inc.	HQ0147-11-D-0001	A3-01	3/26/2013 Engineering & Technical Advisory & Analytical Support
MacAulay-Brown, Inc.	HQ0147-11-D-0002	A3-02	9/30/2011 Test
SAIC	HQ0147-11-D-0003	A3-03	3/26/2013 Executive Programmatic Advisory & Analytical Support
TASC	HQ0147-11-D-0004		



MiDAESS Awards

Small Business Set-Aside

Blue text indicates IDIQ Awards
 Red text indicates Task Order Awards
 Yellow background indicates Recompeted/Recently Awarded

Quality, Safety, and Mission Assurance (Capability Group 1)		IDIQ Contract Award Date: 1/21/2010	
a.i. Solutions HQ0147-10-D-0027	QS-03	5/22/2013	Quality Assurance
A-P-T Research, Inc. HQ0147-10-D-0028	QS-01	12/1/2012	System Safety & Safety Occupational Health
Bastion Technologies, Inc. HQ0147-10-D-0029	QS-02	9/30/2010	Mission assurance

Acquisition Support (Capability Group 2)		IDIQ Contract Award Date: 7/21/2010	
Acquisition Services Corporation HQ0147-10-D-0035	DO-04	5/1/2013	Cost Estimating and Analysis
BCF Solutions, Inc. HQ0147-10-D-0036	DO-06	4/29/2013	EVMS
Quantech Services, Inc. HQ0147-10-D-0037	DA-01	12/10/2010	Acquisition & Program Management Support
	DPL-01	3/26/2013	Logistics Management
	DA-02	3/27/2013	Acquisition Executive Support
	DI-01	3/23/2011	International Affairs
	DOB-05	7/23/2012	Accounting

Engineering Support (Capability Group 3)		IDIQ Contract Award Date: 3/10/2011	
COLSA Corporation HQ0147-11-D-0005	IC-01	9/29/2011	Information Technology Management and Analysis
ERC, Inc. HQ0147-11-D-0006	DE-12	9/23/2011	Specialty Engineering / International Engineering
MEI Corporation HQ0147-11-D-0007	DE-13	8/18/2011	Risk and Lethality Engineering
	DT-06	9/2/2011	Ground Test Provisioning Support
	DT-07	9/12/2011	Test Infrastructure Support
Torch Technologies, Inc. HQ0147-11-D-0008	DE-04	3/27/2013	Threat Engineering
	IC-02	6/14/2011	Information Assurance/Computer Network Defense
	DE-02	9/30/2011	Test Analysis & Reporting
	DE-09	8/23/2011	Speciality C3BM
	DT-05	9/30/2011	Flight Test Provisioning Support
DCS Corporation HQ0147-11-D-0009			

Agency Operations Support (Capability Group 5)		IDIQ Contract Award Date: 8/20/2010	
Harlan Lee & Associates HQ0147-10-D-0030	DS-04	3/18/2013	Strategic Planning & Communication
	DS-05	11/10/2010	VIPC
	PA-01	1/28/2013	Public Information Support
	DS-02	11/19/2010	Executive Admin. & Executive Support
PeopleTec, Inc. HQ0147-10-D-0031	DS-03	11/10/2010	Protocol & Event Management
	DOH-01	11/30/2012	Human Resources
	DOH-02	1/4/2013	Training and Development
Total Solutions, Inc. HQ0147-10-D-0032			

Mentor-Protégé Program Update

by Ruth Dailey

The MDA OSBP has had a busy second quarter of FY13 in the Mentor-Protégé Program. We would like to congratulate the new Mentor & Protégé companies that have joined us this year:

Northrop Grumman Corporation (NGIS) - Davidson Technologies

The value of this agreement and partnership between Davidson and NGIS to DoD is significant with respect to the Missile Defense Agency (MDA) goals. The MDA's primary mission is to develop and deploy a layered missile defense system capable of defending the homeland, military forces deployed overseas, friendly nations, and US allies. NGIS's primary goal as mentor is to assist Davidson in generating future business and develop internal capabilities and skills by assignment of tasks with measurable deliverables and products fostering the protégé's ability and capability to become a more effective DoD contractor. The assignment of supervised responsibility with real tangible deliverables will enable Davidson to stay abreast of the competitive market, related emerging technologies, understand the diverse market and bring new ideas and solutions to the MDA and the DoD. Achieving the technology transfer objectives from this agreement will position Davidson to support war fighting commanders and acquisition leaders in their effort to improve joint and combined air and missile defense. Davidson will also be better able to support the MDA testing, proving the power of missile defense. Davidson will be supporting Modeling and Simulation (M&S) as we enable the fielding of the European Phased Adaptive Approach (PAA) Phase I. Furthermore, Davidson will improve teammate capabilities to NGIS, as a prime contractor to the MDA, in the development and application of local and distributed modeling and simulation, cyber security, logistics, war gaming, test and analytic tools, information assurance, and the mission-related Enterprise Network Operations Center for both national and theater air and missile defense. This will help the MDA achieve their goal to #11 "Capitalize on the creativity and innovation of the nation's universities and small business community to enhance missile defense science and technology".

Additionally, NGIS's Developmental Assistance Program will enable Davidson to establish collaborative contracting capabilities and quickly respond with innovative and critical Engineering, Logistical and Cyber/IA services for DoD programs at competitive small business rates. All of these efforts will enable Northrop Grumman and Davidson, in partnership, to enhance our nation's missile defense.

Orbital Sciences Corporation Launch Systems Group - Martinez and Turek

This Mentor-Protégé agreement will support the DoD's, MDA/ Other Defense Agencies' and the Warfighter missions in three distinct ways. First, this agreement focuses on building the partnership between DOD, MDA, Orbital Sciences Corporation Launch Systems Group, and Martinez and Turek (M&T); second, new product and services capabilities developed at M&T; and third, a cost effective means to transfer the knowledge base of key personnel in engineering and manufacturing to a new generation of highly qualified engineers and toolmakers while introducing best practices in all functional disciplines at M&T. The main focus of this mentor protégé agreement is to create a partnership with the MDA and the Defense Contract Audit Agency (DCAA), to mentor M&T to meet or exceed the goals set forth in this agreement. The second key element of this transformation is the implementation of advanced quality, engineering, and manufacturing practices with in M&T. This will make M&T competitive in the design and manufacture of ground support, test equipment, production and flight hardware. This will reduce the single point of failure in the MDA and Orbital supply chain. The next area of focus is to create a sustainable transfer of key skills with in M&T to insure manufacturing support of the Warfighter, MDA, and Orbital are always available. Provide the MDA with more capability in the manufacture of large fabricated structures and assemblies in support of the MDA's commitment to maximizing the mission assurance and cost effectiveness of our management and operations through continuous process improvement. Mitigate a single point of failure in the manufacture of large machined and/or fabricated flight hardware. Introduce competition by a small disadvantage business into a commodity with little or no competition available to prime contractors.

These areas of improvement necessary to achieve a sustainable supply chain to support the Warfighter, DoD, MDA, Orbital that provides high quality parts and services, when they are needed in the most cost effective manner possible without interruption.

Women-Owned Small Business Federal Contract Program

by Becky Martin

The U.S. Small Business Administration (SBA) is amending its regulation to implement Section 1697 of the National Defense Authorization Act for Fiscal Year 2013 (NDAA). Section 1697 of the NDAA removed the statutory limitation on the dollar amount of a contract that women-owned small businesses can compete for under the Women-Owned Small Business (WOSB) Program. An interim final rule was posted in the Federal Register and as a result contracting officers may now set-aside contracts under the WOSB Program at any dollar level, as long as the other requirements for a set-aside under the program are met. This will allow WOSBs and Economically Disadvantaged Women-Owned Small Businesses (EDWOSBs) greater access to federal contracting opportunities without limitations to the size of the contract. The effective date of this rule was May 7, 2013 and this rule applies to all solicitations issued on or after the effective date.

The WOSB program was set forth in section 8(m) of the Small Business Act, 15 U.S.C. 637(m) and this action authorized Federal contracting officers to restrict competition to eligible WOSBs or EDWOSBs for federal contracts in certain industries. Until recently, contracting officers could only set-aside a requirement under the program if the anticipated award price of the contract did not exceed \$6.5 million in the case of manufacturing contracts and \$4 million in the case of all other contracts.

As a result of the rule change, contracting officers will be able to set aside specific contracts for certified WOSBs and EDWOSBs at any dollar level which will help federal agencies achieve the existing statutory goal of five percent of federal contracting dollars being awarded to WOSBs. The SBA is currently working on the changes to the Federal Acquisition Regulations.

In order to participate in the WOSB program, the small business must meet the eligibility requirements and either self-certify or obtain third party certification. There are four approved third-party certifiers that perform eligibility exams: El Paso Hispanic Chamber of Commerce, National Women Business Owners Corporation, U.S. Women's Chamber of Commerce, and the Women's Business Enterprise National Council. Additional information and links about approved third-party certifiers are available at www.sba.gov/wosb.

To qualify as a WOSB, a firm must be at least fifty-one percent owned and controlled by one or more women, and primarily managed by one or more women. The women

must be U.S. citizens and the firm must be considered small according to SBA size standards. To be deemed "economically disadvantaged," a firm's owners must meet specific financial requirements set forth in the program regulations.

The WOSB Program identifies eighty-three four-digit North American Industry Classification Systems (NAICS) codes where WOSBs are underrepresented or substantially underrepresented. Contracting officers may set aside contracts in these industries if the contract can be awarded at a fair and reasonable price and the contracting officer has a reasonable expectation that two or more WOSBs or EDWOSBs will submit offers for the contract.

For more information on the Women-Owned Federal Small Business Contract Program or to access the instructions, applications or database, please visit www.sba.gov/wosb.

This change is currently an interim rule only and small businesses are encouraged to watch the Federal Register for a final rule from the SBA.

Article Source: <http://www.sba.gov/about-sba-services/7367/611111>





2013 Calendar of Events

August 12-15 - SMD Symposium
Huntsville, AL

August 26-28 - NAVY Gold Coast
San Diego, CA

September 9-10 - National HUBZone
Fairfax, VA

September 16-17 - Women in Business
Expo
Louisville, KY

September 25 - National SB Conference
Springfield, VA

October 27-30 - National Minority Supplier
Development Council Conference and
Business Opportunity Fair
San Antonio, TX

MORE TO COME!

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Laura Anderson, *eSRS Manager*
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Websites of Interest

MDA Office of Small Business Programs
www.mda.mil

MDA Marketplaces and Directory
CURRENTLY UNDER CONSTRUCTION

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

MDA SBIR/STTR Programs
www.mdasbir.com

Fed Biz Opps
www.fbo.gov

Electronic Subcontracting Reporting System (eSRS)
www.esrs.gov

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