Ballistic Missile Defense Organization

SADBU

UPDATE

A Quarterly Newsletter for Small Businesses

VOLUME III – NUMBER 1

SMALL AND DISADVANTAGED BUSINESS UTILIZATION

March 2001

Systems Integration & Management, Inc. (SIM)

Profile of a Small Business

Mr. Nathaniel Simmons
Founder and President

Systems Integration & Management, Inc. (SIM) was incorporated in September 1993 to provide Quality Systems Integration, Engineering, and Management services to the Federal Government and commercial clients. SIM is a Minority Owned Small Business authorized to participate in the Small Business Administration’s 8(a) program until September 2005. The SIM family has grown into a diversified organization providing quality performance through technical innovation. The emphasis placed by SIM on its products and services is two-fold: (1) design the service that meets the clients real needs, (2) deliver a quality product or service that

HBCU/MI News

BAA 2001-01 Gets 40 Proposals

The Office of Small and Disadvantaged Business Utilization (BMDO/SB), in cooperation with the Office of the Chief Scientist (BMDO/ST), recently announced the receipt of 40 proposals in response to the Broad Agency Announcement (BAA) Number 2001-01 released on October 4, 2000. Of the 40 proposals, 28 were received from Historically Black Colleges and Universities (HBCUs) and 12 from other Minority Institutions (OMIs). The proposals are currently under review by the Science and Technology Agents assigned by the Office of the Chief Scientist (BMDO/ST). It is expected that the final selections will be made by the end of March 2001. Awards are anticipated during the third or fourth quarter of Fiscal Year 2001 by BMDO’s Executing Agents.

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Recent New Contracts

On October 1, 2000, Analytic Services, Inc. (ANSER), was awarded a delivery order under the GSA schedule, valued at $29,115.59, to provide risk analysis, documentation development, system performance analysis, and, technical and program assessment support to the Russian American Observation Satellites (RAMOS) program. This contract had a three-month base period with no options and ended on January 31, 2001.

On October 1, 2000, Congressional Quarterly, Inc., was awarded a purchase order, valued at $22,590, to provide a one-year subscription for unlimited usage to CQ.com On Congress, as well as CQ's Custom Alert Service, Training and Telephone Support. This contract has a twelve-month base period with no options and ends on September 30, 2001.

On October 12, 2000, Heery International, Inc., was awarded a delivery order under the GSA schedule, valued at $51,605.64, to provide construction management services to support the renovation of Federal Office Building 2. This contract had a three-month base period with no options and ended on January 31, 2001.

On November 6, 2000, Group Systems.Com, Inc., was awarded a

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**Director’s Message**

In our effort to service our small business and HBCU/MI constituency more efficiently, the SADBU Office issued a paperless December 2000 newsletter. The overwhelming positive response to this effort and the corresponding number of hits to the BMDO web site has convinced this office to continue the paperless printing. We appreciate all the responses we have received and we look forward to finding additional ways to providing the best services for our constituents.

To continue our proactive approach to assist small businesses, in the December 2000 newsletter, I announced with great enthusiasm that the 2nd Annual Ballistic Missile Defense Organization (BMDO) Small Business Day is planned for May 2001. This event, which is scheduled to be held near the new BMDO facility, will focus on Small Disadvantaged Businesses (SDBs). It is my desire to make sure that these SDBs learn how to compete for BMDO prime contracting opportunities, under the new contracting procedures, as well as build relationships with representatives from large and small businesses that are currently prime contractors for possible subcontracting opportunities. The invited participants will be notified by letter in the coming months.

It is also important to note that on December 13, 2000, BMDO held a Joint BMDO/Industry Forum on the BMDO Support Services Program (BSSP) at the Crystal Gateway Marriott Hotel in Arlington, Virginia. The forum focused on the significant changes to how contracting opportunities will be addressed. The BMDO will soon begin acquiring advisory and assistance services using GSA Federal Supply Schedules. These BMDO-wide requirements will be satisfied by placing orders against blanket purchase agreements (BPAs) established by BMDO with contractors that have a current GSA Schedule.

According to the BMDO contracting representatives, BMDO plans to achieve its small business program goals based on two types of requirements:

1. Standalone requirements. BMDO will retain the right to consider only small business BPA holders for services traditionally performed by small business.
2. Diverse requirements. RFQs will flow the Small Business Program goals down through individual solicitations and encourage BPA Holders to respond with proposals which divide the work share among Teaming Partners to meet these goals. BMDO will award Task Orders directly to winning Large Business, Small Business, Small Disadvantaged Business and Women Owned small business team partners.

For those that were unable to attend the BSSP forum and want to learn more about this program, you are strongly urged to visit the BMDO Acquisition Reporting Bulletin Board, which may be accessed at http://www.acq.osd.mil/bmdo/barbb/barbb.htm.

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**Note This**

The following are the directions to BMDO’s new location at FOB2 (Navy Annex):


**Parking:** The FOB2 visitor parking lot is Lot #5 across Columbia Pike. Visitors to the Small Business Office should call in advance to Ms. Twanda McNair at (703) 697-8017. We require the name of the visitor, their phone number, date and time they plan to park in the FOB2 lot, the vehicle tag number and the state in which the vehicle is registered. Another option is to park on South Gate Road (close to Arlington National Cemetery).

**Metro Bus:** There is MetroBus service from the Pentagon Metrorail Station to FOB 2 daily. The Columbia Pike bus Routes 16A-J and 24 M, P provide service to and from the Metrorail Station. The stop is located on Columbia Pike near the guardhouse.
BMDO NEWS . . . BMDO NEWS . . .

DoD’s SBIR Program

The Ballistic Missile Defense Organization’s (BMDO) Small Business Innovation Research (SBIR) Program office received 463 Phase I proposals in 16 topic areas in response to the Department of Defense’s SBIR Solicitation Number 2001.1. The solicitation closed on January 10, 2001, and the evaluation and selection process is underway. The following is a preliminary breakout of the number of Phase I proposals received in each topic area:

<table>
<thead>
<tr>
<th>Topic Description of Topic</th>
<th>Proposals Received</th>
</tr>
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<tbody>
<tr>
<td>1 Directed Energy Concepts and Components</td>
<td>33</td>
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<tr>
<td>2 Kinetic Energy Kill Vehicles and Components</td>
<td>19</td>
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<td>3 Sensors</td>
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<td>4 Manufacturing Sciences and Technology/Unit Cost Reduction</td>
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<td>5 Non-Nuclear Power Sources and Power Conditioning</td>
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<td>6 Propulsion and Logistics Systems</td>
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<td>7 Thermal Management</td>
<td>22</td>
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<tr>
<td>8 Survivability Technology</td>
<td>11</td>
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<tr>
<td>9 Lethality and Vulnerability</td>
<td>03</td>
</tr>
<tr>
<td>10 Computer Architecture, Algorithms, and Models/Simulations</td>
<td>40</td>
</tr>
<tr>
<td>11 Optical Computing and Optical Signal Processing</td>
<td>19</td>
</tr>
<tr>
<td>12 Structural Concepts and Components</td>
<td>15</td>
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<tr>
<td>13 Structural Materials and Composites</td>
<td>36</td>
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<td>14 Electronic Materials</td>
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<td>15 Superconductivity Concepts and Materials</td>
<td>06</td>
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<td>16 Surprises and Opportunities</td>
<td>55</td>
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</table>

For more information on BMDO’s SBIR Program, go to the web site at http://www.winbmdo.com.

DURIP

On January 19, 2001, the Ballistic Missile Defense Organization (BMDO) announced the awards for seven proposals for the fiscal year 2001 Defense University Research Instrumentation Program (DURIP). The total funding for these awards is $1,000,000.00. The academic institutions that received BMDO funded awards included the following:

- Ray Chen, the principal investigator for the University of Texas – Austin Campus, submitted a proposal entitled “Excimer Laser Recording System for Ultra-Fine Structure Formation.”
- Louis Chow, the principal investigator for the University of Central Florida, submitted a proposal entitled “Micro-Fabrication of Spray Cooling Nozzles for High-Power Diode Laser Arrays.”
- Aristide Dogariu, the principal investigator for the University of Central Florida, submitted a proposal entitled “Polarization-Resolved System for Active Illumination Sensing.”
- Deborah Levin, the principal investigator for Pennsylvania State University, submitted a proposal entitled “Parallel Computer Application to Large-Scale Simulations Over Distributed Networks.”
- Gregory Salamo, the principal investigator for the University of Arkansas, submitted a proposal entitled “Linear and Nonlinear Optical Properties of Nanostructures.”
- Eric Van Stryland, the principal investigator for the University of Central Florida, submitted a proposal entitled “Picosecond Tunable Laser for Optical Limiting Materials Characterization.”

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NEW SBA LOAN PROGRAM CHANGES SET SIZE LIMIT FOR LOANS, ADD INCENTIVES FOR SMALLER LOANS

WASHINGTON – Recently enacted changes to the U.S. Small Business Administration’s (SBA) premier loan program strengthened the agency’s array of incentives designed to encourage private sector lenders to make smaller-sized loans more readily available to small businesses.

Changes were made to SBA’s three primary loan programs, the 7(a) General Business Loan Guaranty program, the 504 Certified Development Company loan program and the Microloan program.

The changes were contained in budget and reauthorization bills that were adopted on the closing day of the 106th Congress. The budget agreement appropriates $901.5 million for agency programs, providing funds for $10.4 billion in Section 7(a) guaranteed loans, $3.75 billion in Certified Development Company loans, and nearly $2.7 billion in venture capital assistance, including $152 million for the New Markets Venture Capital companies.

Under the 7(a) program, the agency applies a partial guaranty to a loan that is extended to a small business borrower by a commercial lender. The guaranty allows lenders to issue loans to creditworthy small business borrowers who fall outside the lender’s normal credit parameters. The incentive is provided by the 7(a) loan guaranty, in which the SBA shares the risk with a lending partner.

More than 5,600 different commercial lenders made SBA-backed loans in FY 2000, when the agency guaranteed more than $10.5 billion in small business loans.

Under the changes made to the program:

• Small loans are now considered to be those that are $150,000 (gross amount) and smaller. The maximum guaranty on these loans is now 85 percent. Previously, small loans were considered to be $100,000 or less and received a maximum guaranty of 80 percent.
• The maximum guaranty on loans greater than $150,000 is 75 percent. Previously, loans for more than $100,000 received a maximum guaranty of 75 percent.
• The maximum dollar amount that SBA can guarantee has been raised to $1 million from $750,000.
• A maximum loan size of $2 million has been established for 7(a) loans. Previously, there was no maximum size limit.

The changes also included a simplified loan guaranty fee structure, which replaces the tiered structure in place since 1995. Guaranty fees are paid to SBA by lenders, but the cost is commonly passed on to borrowers. The guaranty fee structure was amended as follows:

• For loans of $150,000 or less, the guaranty fee is 2 percent of the guaranteed portion. Lenders are permitted to retain 25 percent of this fee, which is equal to 50 basis points.
• For loans greater than $150,000, up to and including $700,000, the guaranty fee is 3 percent of the guaranteed portion. Lenders are not permitted to retain any of this fee.
• For loans greater than $700,000, the guaranty fee is 3.5 percent of the guaranteed portion (deferred participation share). Lenders are not permitted to retain any of this fee.

The legislation also establishes pre-payment charges for 7(a) loans with maturities of 15 years or more where the borrower voluntarily prepays during the first three years of the loan’s term and the prepaid amount exceeds 25 percent of the outstanding loan balance.

The fee is 5 percent of the amount of the prepayment if made in the first year after the loan is made, 3 percent of the prepayment amount if made in the second year of the loan’s term, and 1 percent of the prepayment amount if made during the third year.

The legislation also makes some changes in SBA’s 504 program. These loans are used by small businesses to finance fixed assets. Generally, the SBA share of such loan packages amounts to about 40 percent of the projects costs, with the remaining 60 percent coming from the borrower and from a conventional commercial loan.

The biggest change increases the maximum loan limit for the SBA portion of the loan. For loans that meet specified job creation or community development goals, the maximum size was increased from $750,000 to $1 million. For loans that meet certain public policy goals, the maximum loan size was increased from $1 million to $1.3 million.

The reauthorization package also increased the maximum size for loans under the SBA Microloan program from $25,000 to $35,000, and allows SBA to continue expanding the number of lenders in the program to a maximum of 300. The current maximum is 200, and the current number of participating non-profit lenders is 150.

The new Microloan rules also will permit a higher limit in cases in which the borrower also secures financing from another source. The previous limit for the combined loans was $75,000. The new limit will be $105,000.
fulfills that need. In meeting this goal, SIM is dedicated not only to the resolution of complex problems, but also to providing quality and timely services to the client.

The SIM founder and President, Mr. Nathaniel Simmons is a retired Naval Aviator with over thirty years experience in the Technical, Management, and Operational disciplines. Mr. Simmons has assembled a group of seasoned professionals who are considered experts in their individual fields. Together, these individuals provide the quality, integrity, responsiveness, and sound financial control necessary to have grown the company to over one hundred employees.

SIM is headquartered in the Crystal City area of Arlington, VA. Field offices are located in Tidewater, VA, Charleston, SC, New Orleans, LA, Tampa, FL, and San Diego, CA. By July 2001, SIM will open a Washington, DC office, which will be located on 80 M Street, directly across the street from the Washington Navy Yard. In addition to office space, SIM has an extensive warehouse in Norfolk to store and stage equipment and systems for various customers. This geographical diversification allows SIM to be extremely responsive to their client’s emergent requirements.

SIM currently provides Campaign/Force-on-Force/Engagement modeling and simulation (M&S) support services to BMDO/TEM under their GSA schedule. Specific services include independent verification and validation (IV&V) of Specific System Representations (SSRs) for the Extended Air Defense Testbed (EADTB) simulation, program planning and review of proposed software change requests (SCRs) for the Commander’s Analysis and Planning System (CAPS), the Extended Air Defense Simulation (EADSIM) and EADTB. Related efforts have included the development of guidance for the SSRs, a process for verification and validation of models and simulations, integration of EADTB with the Conceptual Models of the Mission Space (CMMS) initiative of the Defense Modeling and Simulation Office (DMSO), and acting as the liaison between BMDO/TEM and the JTAMDO Family of Systems Integration (FoSI) WIPT. The effort also includes acting as the BMDO verification agent for SSRs to be used in support of the PATRIOT PAC-3 IOT&E.

SIM also provides significant support to the U.S. Navy including the Space and Naval Warfare System Command (SPAWARSYSCOM) community both on the East and the West Coasts. SIM currently supports the Naval Standard Integrated Personnel System (NSIPS) East Coast Afloat Installation Manager with Programmatic and Technical support for implementation of NSIPS at both sea and shore installations.

SIM provides financial and program management support for Naval Sea Systems Command (NAVSEA); specifically, Program Management Sea (PMS) 465, PMS 312, NAVSEA 53Z2, and NAVSEA 53H3. The efforts are associated with the identification of funds availability, allocation and milestone status. In addition, SIM develops financial spreadsheets, and works with the Comptroller personnel, field activities and contractors to provide information required to obligating, de-obligating, expending, and allocating funds.

While SIM continues to grow, they are not losing sight of what allows them to remain one of the top choices of their customers. SIM’s efforts to provide quality and reliable service at a fair and reasonable price result in a continual win/win situation for all concerned.

Recent New Contracts

On October 31, 2000, Group Systems.Com, Inc., was awarded a delivery order under the GSA schedule, valued at $6,300, to provide computer software installation. This contract had an eleven-day base period with no options and ended on November 17, 2000.

On November 1, 2000, SRS Technologies, Inc., was awarded a delivery order under its GSA schedule, valued at $557,921, to provide BMDO with expert technical staff assistance, technical support for the direct acquisition of special targets, technical interface with departmental and joint policy and program activities, and organizational integration and development. This contract has a twelve-month base period with three two-year renewable options and the base period is scheduled to end on October 31, 2001.

On December 1, 2000, C/S Solutions, Inc., was awarded a purchase order, valued at $52,689, to provide computer hardware and software and maintenance support services. This contract has a three-year and three-month base period with no options and ends on March 1, 2004.

On December 4, 2000, Penguin Computing, Inc., was awarded a purchase order, valued at $49,353, to provide computer hardware. This contract had a seven-day base period with no options and ended on December 11, 2000.
Legislation/Regulation Update

Federal Supply Schedule Order Disputes and Incidental Items

On December 19, 2000, the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council, issued a proposed rule, in the Federal Register, to amend the Federal Acquisition Regulation (FAR) to add policies on disputes and incidental items under Federal Supply Schedule contracts and to remove the requirement to notify the General Services Administration when a schedule contractor refuses to honor an order placed by a Government contractor. Comments were due to be submitted in writing on or before February 20, 2001, to be considered in the formulation of the final rule.

Federal Acquisition Circular (FAC) 97-22 was issued on January 10, 2001, and amends the Federal Acquisition Regulation (FAR) as follows:

Clause Flow down – Commercial Items – Item V

On January 10, 2001, the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council, issued a final rule, in the Federal Register, amending the clause at Federal Acquisition Regulation (FAR) 52.244-6, Subcontracts for Commercial Items, to revise the listing of clauses the contractor must flow down to subcontractors. The rule also adds the clause at FAR 52.219-8, Utilization of Small Business Concerns, when specified guidelines are met. In addition, the rule informs contractors that they may flow down a minimal number of additional clauses to subcontractors to satisfy their contractual obligations. This final rule became effective on March 12, 2001.

Federal Acquisition Circular (FAC) 97-21 was issued on December 20, 2000, and amends the Federal Acquisition Regulation (FAR) as follows:

Contractor Responsibility, Labor Relations Costs, and Costs Relating to Legal and Other Proceedings – Item I

On December 20, 2000, the Federal Acquisition Regulatory (FAR) Council, issued a final rule, in the Federal Register, clarifying what constitutes a “satisfactory record of integrity and business ethics” in making contractor responsibility determinations under FAR Part 9, and revising certain cost principles under FAR Part 31 related to labor relations, and legal and other proceedings. This final rule became effective on January 19, 2001.

Small Entity Compliance Guide – Item II

On December 20, 2000, this document was issued, in the Federal Register, under the joint authority of the Department of Defense, the General Services Administration and the National Aeronautics and Space Administration. This final rule amends the FAR as follows: Part 9 - to clarify that a satisfactory record of compliance with the law indicates that the prospective contractor possesses basic honesty and that the Government can trust or rely on the contractor to perform the contract in a timely manner. FAR Parts 14 and 15 - to provide notice to prospective contractors as quickly as possible when a non-responsibility determination is made. FAR Part 31 - to make unallowable certain costs related labor activities, and other legal proceedings unallowable. And, FAR Part 52 - to add a requirement for offerors to certify to violations of certain laws. This Guide has been prepared in accordance with Section 212 of the Small Business Regulatory Enforcement Fairness Act of 1996 (Public Law 104-121). ♦

PROCUREMENT OPPORTUNITIES
BMDO News
(cont’d from page 3)

- Patrick Wa, the principal investigator for the University of Central Florida, submitted a proposal entitled “Implementation of Simulated Device Designs into Guided Wave Optoelectronic Devices.”

To view the list of recipients or find out more about this program, you are encouraged to go to the following web site: http://www.onr.navy.mil/sci_tech/industrial/default.htm#corporate.

DEPSCoR

On February 2, 2001, the Ballistic Missile Defense Organization (BMDO) announced the funding of awards for three proposals submitted for the fiscal year 2001 Department of Defense Experimental Program to Stimulate Competitive Research (DEPSCoR) solicitation. BMDO has received an 80% increment of $1,048,000.00 for these projects. The academic institutions that received BMDO research awards were as follows:

- Rayford B. Vaughn, the principal investigator for Mississippi State University, submitted a proposal entitled “Integration of Fuzzy Data Mining with High Performance Computing: Intrusion Detection, Fault Detection, Performance Monitoring.”
- Ram M. Narayanan, the principal investigator for the University of Nebraska at Lincoln, submitted a proposal entitled “Random Noise Monopulse Radar Technique for Covert Tracking of Missiles in Flight.”

To view the list of recipients or find out more about this program, you are encouraged to go to the following web site: http://www.onr.navy.mil/sci_tech/industrial/default.htm#corporate.

MURI

On February 2, 2001, the Department of Defense (DoD) announced plans to award 48 grants totaling $26.8 million in fiscal year 2001, and up to $46 million per year starting in fiscal 2002 to 32 academic institutions to conduct multidisciplinary research in 38 topic areas of basic science and engineering. These grants will be made under the fiscal year 2001 DoD Multidisciplinary University Research Initiative program (MURI), a program designed to support university teams whose research efforts intersect more than one traditional science and engineering discipline.

The Ballistic Missile Defense Organization (BMDO) did not fund any proposals under this program for fiscal year 2001. To view the list of recipients or find out more about this program, you are encouraged to go to the following web site: http://www.onr.navy.mil/sci_tech/industrial/default.htm#corporate.

### CALENDAR OF EVENTS

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<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 16-17, 2001</td>
<td>DefenseSupply Service-Washington</td>
<td>Crystal City, VA</td>
<td>Eric Mens (703) 697-6024</td>
</tr>
<tr>
<td>April 19 – 22, 2001</td>
<td>The SBIR Spring 2001 National Conference</td>
<td>Arlington, VA</td>
<td>Barbara or Gayle <a href="mailto:SBIR2001natconf@willsduncangroup.com">SBIR2001natconf@willsduncangroup.com</a> or (800) 228-9290</td>
</tr>
<tr>
<td>May TBA</td>
<td>Small Business Day</td>
<td>By Invitation Only</td>
<td>Sterling Tilley / Steve Moss (703) 921-1659 / (703) 697-8015</td>
</tr>
<tr>
<td>May 24, 2001</td>
<td>NASA Goddard Small Business Conference</td>
<td>NASA Goddard Space Flight Center</td>
<td>Crystal Davis <a href="mailto:Crystal.e.davis.1@gsfc.nasa.gov">Crystal.e.davis.1@gsfc.nasa.gov</a></td>
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<tr>
<td>August 21-23, 2001</td>
<td>Space and Missile Defense Conference 2001</td>
<td>Huntsville, AL</td>
<td>Tara Regan <a href="mailto:Sbir.conference@smdc.army.mil">Sbir.conference@smdc.army.mil</a></td>
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</tbody>
</table>
Small Business Database Update

The BMDO Small and Disadvantaged Business Utilization (SADBU) Office requests that small businesses notify them about organizational changes, so that the BMDO small business database will reflect an accurate profile of the firms’ capabilities. The database is continuously updated and is used as a source for matching company capabilities with BMDO technical requirements. If your firm needs to update some information, you may download a database form from the BMDO SADBU Internet home page at http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html.

For firms not currently listed in our database, you are strongly urged to contact the SADBU Office and request a small business packet, which contains useful information about doing business with BMDO and the latest contracting opportunities. This packet can be obtained by contacting Stephen Moss, Director of the SADBU Office, at stephen.moss@bmdo.osd.mil or Twanda McNair at twanda.mcnair@bmdo.osd.mil.

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