



Missile Defense Agency

Office of Small Business Programs

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Message from the Director, Lee Rosenberg

For those that attended our annual Small Business Conference in August, I hope you got your money's worth. The feedback I received from many of the attendees was that they really got a lot out of the conference. If you did attend, I encourage you to fill out the survey you received. We owe a large measure of the success we've had in meeting your needs over the last several conferences to the input we received from the post conference surveys. These surveys tell us whether we were on track with your needs and expectations or not, and we really do use that feedback to design subsequent conferences. This year's conference had over 420 people in attendance, and we were very pleased with that turnout. I was really thrilled to meet and talk with many of you. If you missed the conference, the presentations are posted on our website.

As many of you in the advisory and assistance support (A&AS) services business know, we've started issuing our Technical, Engineering, Acquisition and Management Support or TEAMS Requests for Proposal (RFPs) for all the A&AS services the Agency will acquire to replace the existing Missile Defense Agency Engineering and Support Services (MiDAESS) Program task orders. These 31 new TEAMS RFP's will be 5 year, single award contracts; not the indefinite delivery, indefinite quantity (ID/IQ) contracts like we issued under the MiDAESS Program. Two-thirds of all the work (21 contracts) is being set aside for small businesses; including three Service-disabled, Veteran-owned Small Business set-asides. If you're interested in one or more of these efforts, now is the time to be forming your teams and looking into the requirements of the efforts. As of this writing, two are already in source selection, one RFP is closing this week, and many more final RFPs are being issued in the coming weeks. This train is leaving the station now and will be rapidly accelerating so, "All Aboard!!"

Another major acquisition will be publishing a draft RFP this fall, and that is the Integrated Research and Development for Enterprise Solutions or IRES contract. This will be a \$4+ billion, single award, ID/IQ type contract with a heavy duty 40% of the total contract value expected to go to small businesses as subcontractors. Now is the time to explore your teaming opportunities with various potential prime contractors for this effort. In fact, based on the market research I saw, if teams of small businesses could partner up for this effort, they probably could compete very well as a prime. This effort includes the potential of being an 8 year contract covering modeling and simulation, test support, the entire backbone information technology operations of the Agency and facilities support. It supports our combined test, training and operations efforts and the strategic defense asset of the Missile Defense Integration and Operations Center. Again, now is the time to get on board this train, because it also is leaving the station very soon!

With regard to the above two programs, I'm often asked about organizational conflict of interest (OCI) and whether a company can be on both a TEAMS contract and an IRES contract. The one thing I've learned over time is that there is no "black and white" when it comes to OCI. It's very individual to the company asking the question, what they are currently doing, what they want to do and whether any mitigation can be put in place to address potential OCI's. That's why we've provided you a mechanism to get an advisory opinion specific to your situation. On our federal business opportunities (fedbizopps) webpage, you'll find an OCI form that you can download, fill out and send in. The cognizant contracting and legal folks in the Agency will look at your submittal and give you an advisory opinion on whether your specific situation presents any OCIs as well as comment on any mitigation efforts you propose. This is a great tool for you to use to better inform your bid-no bid decision making. It might just save you some

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New to Government Contracting? Consider These Services!

Genna Wooten



Every day, we at the MDA OSBP strive to ensure small businesses are equipped with the knowledge on how to do business with our agency. The majority of our customers are small businesses that are familiar with Government contracting, however, there are those small businesses that do not have Government contracting experience and really need to know what to do and where

to start. There are several programs readily available that small businesses without Government contracting experience can rely on. These programs offer services that range from online training opportunities, such as Government Contracting 101, all the way to assigning you a personal business coach.

I have consolidated a list of those programs in this article and have provided a brief summary of their services. There is no particular order as to which one of these programs a small business should start with, so, I would recommend you visit each of the websites and make your determination on which program fits your immediate needs and start from there.

Small Business Administration (SBA)

www.sba.gov

Though the Department of Defense (DoD) Office of Small Business Programs (OSBP) does not provide small business training, it provides a list of SBA training opportunities available to facilitate the development and expertise of small businesses across the country who are interested in working with the DoD. The SBA website currently has 23 on line training courses specifically tailored to Government contracting. In addition, the SBA website offers downloadable articles on Understanding the Federal Marketplace. The SBA has also added a Blog to their website which includes a recent post entitled "How to Become a Small Business Government Contractor of Choice".

Procurement Technical Assistance Center (PTAC)

www.aptac-us.org

There are ninety-eight PTACs nationwide that are dedicated to help local businesses compete in the government marketplace. Some PTACs are administered directly by state governments; others partner with universities, community colleges, local economic development corporations or other local institutions. All PTACs are staffed with counselors experienced in government contracting

and provide a wide range of services including classes and seminars, one-on-one counseling, easy access to bid opportunities, contract specifications, procurement histories, and other information necessary to successfully compete for government contracts. The PTAC website contains a map that will assist you in finding the PTAC near you.

Small Business Development Centers (SBDC)

www.sba.gov/tools/local-assistance/sbdc

SBDCs provide assistance to small businesses throughout the United States. SBDCs help small businesses remain competitive in a complex, ever-changing global marketplace. SBDCs are hosted by leading universities, colleges and state economic development agencies, and funded in part through a partnership with SBA. SBDC advisors provide aspiring and current small business owners a variety of free business consulting and low-cost training services. Counselors are available to assist you in various stages of your business including: writing business plans, licensing, manufacturing assistance, financial packaging and lending assistance, regulatory compliance, international trade support, market research help, and 8(a) program support.

Women's Business Center of North Alabama (WBCNA)

www.wbcna.org

Don't be fooled by the word "Women" in this title, the Women's Business Center of North Alabama helps both Women and Men start and grow their small business. The WBCNA is a fantastic source of information and offers access to regional resources. One resource that sets them apart from other entities is their ability to assign a mentor and business coach to help support, nurture and advocate for your small business success. WBCNA's services include start-up assistance, business advice and training, access to financing, networking opportunities, referrals to other resources, and a ready-made network of contacts. WBCNA serves all of North Alabama and their services include: Business Coaching, Training Programs, Government Procurement Assistance Center (GPAC), Veterans Business Assistance Center (VBAC), and Business Development Plans.

No matter which program you choose to start with, you can be assured that you will be greeted with a warm and helpful staff and leave with useful information you need to get you off on the right foot.

Continued from Page 1...

money in the long run. The worst thing that can happen is for you to bid on a TEAMS effort and as part of an IRES team, spend all the bid and proposal costs associated with those two efforts, and then come to find out that you can only do one but not both.

I hope this puts OCI in some perspective for you. I encourage you to find out ahead of time regarding your specific situation and OCI on TEAMS and IRES so you can make the best business decisions regarding your specific circumstances. As always, if my office can be of any service to you, we're just a phone call or email away.

Missile Defense Agency (MDA) Small Business Conference

Laura Anderson

The Missile Defense Agency Office of Small Business Programs co-hosted the Annual MDA Small Business Conference along with the National Defense Industrial Association (NDIA) Tennessee Valley Chapter (TVC) August 13 – 14th at the Von Braun Center in Huntsville, AL. The conference started with Ms. Marsha Thornton, MDA Director of Contracts presenting an overview of all upcoming MDA Acquisitions and was followed by a panel discussion hosted by our MDA Small Business Advocacy Council discussing topics such as subcontracting with the major prime contractors and answering questions from the audience about how small businesses can market themselves to the major primes. Other briefings on day one included a breakdown on the DoD Mentor Protégé Program, Joint Venture and Teaming Agreements and finally Supply Chain Risk Management.

Day two of the conference featured the keynote delivery of MDA updates by MDA Executive Director Mr. John James as well as an interactive small business discussion led by Mr. Kenyata Wesley, Acting Director of the Office of the Secretary of Defense (OSD) OSBP. The conference showcased information relevant to upcoming MDA procurement opportunities to facilitate the expansion of the Missile Defense industrial base, SBIR Phase Two Proposal Preparation sessions and a Contracting Town Hall (Q&A) forum. The conference concluded with four (4) hours dedicated to matchmaking with the small businesses. In the matchmaking one on one sessions, small businesses showcase their expertise to both Agency and large Prime Contractor representatives and receive information of upcoming opportunities within each organization.



Lee Rosenberg, Director of MDA OSBP and Rob Stewart, Assistant Director of Acquisition Compliance and Support, OSD OSBP



Mr. Kenyata Wesley, Acting Director OSD OSBP



MDA OSBP Staff

The conference was a huge success, and we would like to thank everyone in attendance for their support. We are already brainstorming for our conference next year, so if you have any comments or recommendations that were not captured in a survey response, please email us at outreach@mda.mil. The conference agenda and presentations are available at www.mda.mil



Mr. John James, Executive Director MDA



MiDAESS Awards

Full and Open

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

Acquisition Support (Capability Group 2)				IDIQ Contract Award Date: 9/8/2010	
Booz Allen Hamilton	HQ0147-10-D-0018-0003	DOB-02	1/26/15	Strategic Planning and Financial Management Support	
Computer Sciences Corporation	HQ0147-10-D-0019-0004	DP-01	1/19/2013	Integration Synchronization	
	HQ0147-10-D-0019-0005	DOB-03	7/25/2013	Budget Execution/Funds Control	
Paradigm Technologies, Inc.	HQ0147-10-D-0020-0004	DOB-07	2/27/2013	Financial Systems Support & Integration	
Odyssey Systems Consulting Group	HQ0147-10-D-0021				

Engineering Support (Capability Group 3)				IDIQ Contract Award Date: 8/30/2010	
ERC, Inc.	HQ0147-10-D-0006				
Madison Research Corporation	HQ0147-10-D-0007				
Computer Sciences Corporation	HQ0147-10-D-0008-0005	DE-05	2/10/2014	Sensor Engineering	
General Dynamics IT	HQ0147-10-D-0009				
Parsons	HQ0147-10-D-0010-0012	DT-02	9/26/2013	Ground Test Support	
	HQ0147-10-D-0010-0016	DE-01	4/9/2015	System Engineering Integration	
	HQ0147-10-D-0010-0017	DE-03	7/16/2015	Weapons and Missile Systems	
	HQ0147-10-D-0010-0010	DE-07	5/30/2013	Space Portfolio Engineering	
	HQ0147-10-D-0010-0013	DE-08	3/20/2014	C3BM	
	HQ0147-10-D-0010-0006	DE-10	9/24/2014	M&S Engineering	
	HQ0147-10-D-0010-0011	DE-11	7/16/2013	Laser (Directed Energy) System Engineering	
	HQ0147-10-D-0010-0014	DT-01	5/02/2014	Flight Component and General Test Support	

Infrastructure and Deployment Support (Capability Group 4)				IDIQ Contract Award Date: 6/23/2010	
Computer Sciences Corporation	HQ0147-10-D-0022-0007	DPF-01	5/8/2014	Facility, Logistics, and Space Management	
	HQ0147-10-D-0022-0006	DPF-03	6/3/2013	Environmental Management	
General Dynamics IT	HQ0147-10-D-0023				
Parsons	HQ0147-10-D-0024-0004	DDW-01	2/15/2013	Warfighter Strategic Integration	
	HQ0147-10-D-0024-0005	DDW-02	10/23/2013	Operations Support	
	HQ0147-10-D-0024-0006	DPF-02	2/20/2014	Facilities Life-Cycle Management Site Activation Planning, Deployment, and Integration	
	HQ0147-10-D-0024-0007	DT-08	5/8/2014	Warfighter Operational Support	

Agency Operations Support (Capability Group 5)				IDIQ Contract Award Date: 6/17/2010	
ALATEC, Inc.	HQ0147-10-D-0002-0003	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-0011-0006	DEI-02	6/18/2013	Declassification	
	HQ0147-10-D-0011-0008	IC-03	6/26/2014	BMDS Information Assurance/Computer Network Defense	
	HQ0147-10-D-0011-0005	DEI-03	5/1/2012	Intelligence	
	HQ0147-10-D-0011-0007	DEI-06	3/7/2014	Cyber Security and Engineering	
Lockheed Martin, Inc.	HQ0147-10-D-0012				
ManTech International Corporation	HQ0147-10-D-0013-0005	DEI-01	3/7/2014	Security and Program Protection	
	HQ0147-10-D-0013-0004	DEI-05	6/6/2013	Counterintelligence	

Agency Advisory Analytical Support (Capability Group 7)				IDIQ Contract Award Date: 2/14/2011	
Booz Allen Hamilton, Inc.	HQ0147-11-D-0001				
MacAulay-Brown, Inc.	HQ0147-11-D-0002-0003	A3-01	3/26/2013	Engineering & Technical Advisory & Analytical Support	
	HQ0147-11-D-0002-0004	A3-02	3/21/2014	Test	
SAIC	HQ0147-11-D-0003-0002	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-0027-0003	QS-03	5/24/2013	Quality Assurance	
	HQ0147-10-D-0027-0004	QS-02	11/07/2013	Mission Assurance	
A-P-T Research, Inc.	HQ0147-10-D-0028-0004	QS-01	12/01/2012	System Safety & Safety Occupational Health	
Bastion Technologies, Inc.	HQ0147-10-D-0029				

Acquisition Support (Capability Group 2)			IDIQ Contract Award Date: 7/21/2010		
Acquisition Services Corporation	HQ0147-10-D-0035				
BCF Solutions, Inc.	HQ0147-10-D-0036-0005	DO-04	5/01/2013	Cost Estimating and Analysis	
	HQ0147-10-D-0036-0006	DO-06	4/29/2013	EVMS	
Quantech Services, Inc.	HQ0147-10-D-0037	DA-01	4/01/2014	Acquisition & Program Management Support	
	HQ0147-10-D-0037-0007	DPL-01	3/27/2013	Logistics Management	
	HQ0147-10-D-0037-0006	DA-02	3/27/2013	Acquisition Executive Support	
	HQ0147-10-D-0037-0010	DI-01	3/10/2014	International Affairs	
	HQ0147-10-D-0037-0008	DI-02	9/20/2013	Aegis BMD FMS and International Support	
	HQ0147-10-D-0037-0011	DOB-05	7/23/2012	Accounting	

Engineering Support (Capability Group 3)			IDIQ Contract Award Date: 3/10/2011		
COLSA Corporation	HQ0147-11-D-0005-0002	IC-01	9/12/2014	Information Technology Management and Analysis	
ERC, Inc.	HQ0147-11-D-0006				
MEI Corporation	HQ0147-11-D-0007-0009	DE-12	6/12/2014	Specialty Engineering / International Engineering	
	HQ0147-11-D-0007-0008	DE-09	5/05/2014	Speciality C3BM	
	HQ0147-11-D-0007-0007	DE-13	3/21/2014	Risk and Lethality Engineering	
	HQ0147-11-D-0007-0011	DT-06	6/24/2014	Ground Test Provisioning Support	
	HQ0147-11-D-0007-0010	DT-07	6/24/2014	Test Infrastructure Support	
	HQ0147-11-D-0007-0006	DE-04	3/27/2013	Threat Engineering	
Torch Technologies, Inc.	HQ0147-11-D-0008-0002	IC-02	9/24/2014	Cybersecurity & Risk Management	
	HQ0147-11-D-0008-0007	DE-02	6/06/2014	Test Analysis & Reporting	
	HQ0147-11-D-0008-0008	DT-05	7/25/2014	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-0030-0007	DS-04	3/18/2013	Strategic Planning & Communication	
	HQ0147-10-D-0030-0008	DS-05	4/17/2014	VIPC	
	HQ0147-10-D-0030-0006	PA-01	1/28/2013	Public Information Support	
PeopleTec, Inc.	HQ0147-10-D-0031-0007	DS-02	5/17/2013	Executive Admin. & Action Officer Support	
	HQ0147-10-D-0031-0008	DS-03	4/17//2014	Protocol & Event Management	
	HQ0147-10-D-0031-0005	DOH-01	11/30/2012	Human Resources	
	HQ0147-10-D-0031-0006	DOH-02	1/04/2013	Training and Development	
Total Solutions, Inc.	HQ0147-10-D-0032				

AbilityOne / SourceAmerica

Becky Martin

Most of you are familiar with the AbilityOne Program which is a Federal Program providing employment opportunities to more than 50,000 people who are blind or have other significant disabilities in the United States. Created by Congress in 1938 (originally as the Wagner-O'Day Act, then amended in 1971 to become Javits-Wagner-O'Day), the AbilityOne Program uses the purchasing power of the federal government to buy products and services from participating, community-based non-profit agencies nationwide dedicated to training and employing individuals with disabilities.

This Act also established the U.S. AbilityOne Commission to administer the Program, determine which products and services should be placed on the Procurement List, and to set fair market prices. The Commission was also authorized to designate two national non-profit agencies to facilitate the Federal procurement of products and services on the Procurement List among community-based non-profit agencies.

But are you familiar with SourceAmerica? SourceAmerica is one of two non-profit agencies established to assist with implementation of the Federal AbilityOne Program. SourceAmerica has single source status on Federal procurements destined for set aside under the Program. This allows Federal procurement agencies and SourceAmerica to streamline acquisition processes and ease contract renewal while maximizing cost-efficiencies and maintaining the highest degree of integrity. National Industries for the Blind (NIB) is the other non-profit agency established to assist with the implementation of the Federal AbilityOne Program. For additional information on NIB visit <http://www.nib.org>.

The AbilityOne Program is implemented via the Code of Federal Regulations (41 CFR Ch.51) and the Federal Acquisition Regulation (FAR), (FAR Part 8, Subpart 8.7). FAR Part 6.302-5 exempts AbilityOne contracts from the requirements of the Competition in Contracting Act.

SourceAmerica (formerly National Industries for the Severely Handicapped (NISH)), a national non-profit, is one of the leading sources of job opportunities for people with significant disabilities.

SourceAmerica is an AbilityOne authorized enterprise and they facilitate the AbilityOne Program for Federal Government customers. SourceAmerica utilizes a nationwide network of more than 550 community non-profit agency partners to fulfil contracting needs for the Federal Government, commercial businesses and government contractors.

SourceAmerica provides the following services for procuring customers:

- Markets the capabilities of the products and services delivered by people with significant disabilities
- Creates a partnership to ensure quality and satisfaction meets expectations
- Connects the procurement opportunity with the most qualified non-profit agency
- Provides dedicated customer service
- Includes third party management and collaboration on the statement of work
- Offers competitive pricing
- Supports all aspects of contracting which reduces customer time requirements

Additionally, SourceAmerica provides non-profit agencies with:

- Legislative representation and regulatory assistance

- Communications and marketing outreach
- Information technology expertise
- Engineering and technical support
- Comprehensive professional training
- Research and development projects
- Grants and financial assistance

Per SourceAmerica's website, "For people with disabilities, SourceAmerica created the Institute for Economic Empowerment to conduct research, demonstration, and develop projects to make important progress toward the strategic goal of full and fair employment for individuals with significant disabilities, particularly those facing the most significant disability-related barriers to employment".

So you might be asking yourself "What's in it for me"? Well, just as we advocate for the AbilityOne Program / Source America, we make sure that all small businesses receive fair representation across the board with subcontracting opportunities (even inside of the AbilityOne Program). If you are a small business that might do the type of work that has historically been awarded to AbilityOne/Source America programs, I would still advise you to reach out to these companies and see if they have subcontracting opportunities for your company. Who knows, you might be able to team with them and provide the missing link (or capability in this instance) they are looking for to win the next big contract. Don't Give Up!!!! Network, Network, Network!

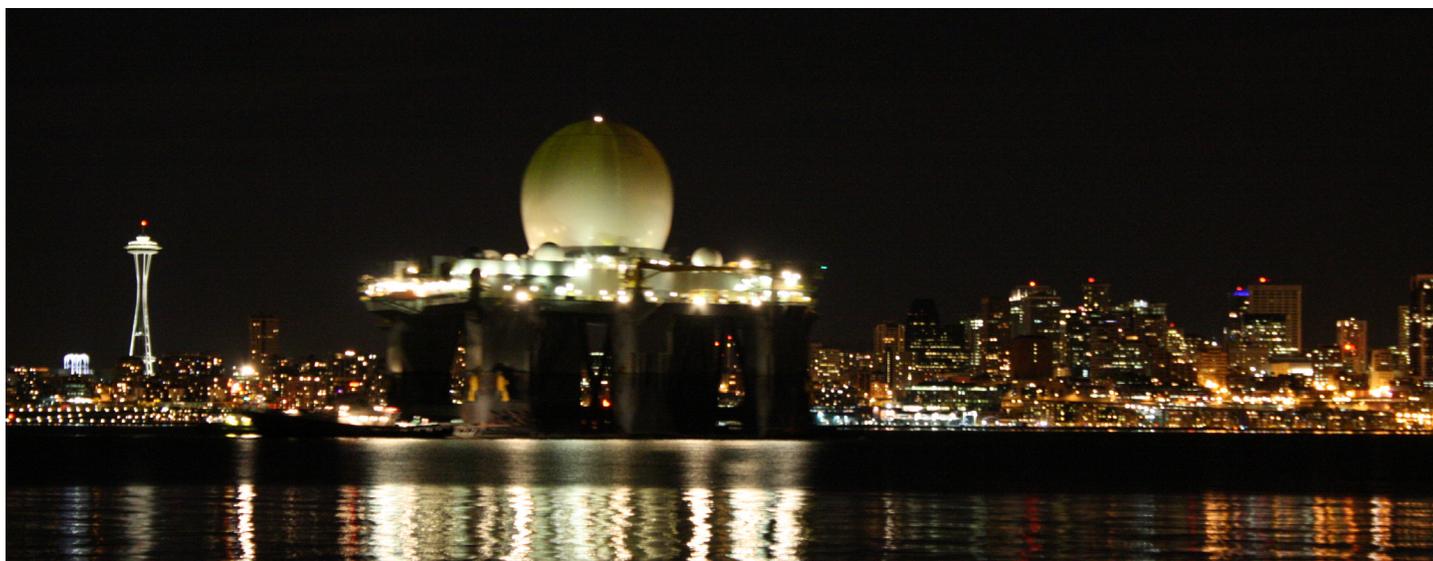
For additional information, visit www.abilityone.gov

SBA Adding Overseas Contracts to Small Business Calculations

Jerrol Sullivan

Because the Small Business Administration (SBA) plans to begin including overseas contracts in its calculation of agency performance against small business contracting goals, as a small business, it may be a good idea to highlight in your marketing strategy how your company is positioned to support overseas acquisitions. Currently, SBA excludes some \$100 billion in procurement dollars—including contracts that support overseas projects—when determining small businesses' share of the federal market and progress toward the government-wide 23 percent small business contracting goal. The SBA is currently working on a new policy and guidance to forward to the Federal Acquisition Regulation Council. The SBA will encourage agencies to look at their overseas acquisitions and see if there are opportunities to incorporate small businesses further. SBA expects this summer to begin integrating overseas contracts into its baseline as it formulates agency goals for fiscal year 2016.

To get out in front of this initiative, small business with the capability to operate overseas should include this information on applicable internet sites to ensure its Government customers and industry partners are well informed of this capability.



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 10 VALID 2012 NAICS codes
5. Company facility clearance
6. Two points of contact

How to Register:

1. Go to http://www.mda.mil/business/smallbus_programs.html
2. Click on the 'OSBP Directory' button on the right side of the page
3. Click on the 'Register' button at the top of the page and enter the information you collected earlier
4. Click on the 'Submit' button and stand by while we review your application for authenticity



Having issues? Have questions?
Please contact Outreach@mda.mil

Missile Defense Agency (MDA) How to do business with MDA?

- Send the MDA Office of Small Business Programs (OSBP) an email requesting a meeting or teleconference) to: nancy.hamilton.ctr@mda.mil
- Attach your company capability statement, briefing or overview with your initial request. You will be sent a reply with several dates and times that are available on the OSBP Directors calendar and the option to choose one that will work with your schedule.
- For face-to-face meetings our office can provide access to Redstone Arsenal by way of a visitor pass. You will be provided with directions and a map to our location in Von Braun III, Bldg. 5224.
- For teleconferences our office can provide multiple call-in lines if required.
- All small business capability briefings are scheduled for one hour in duration.

Having issues? Have questions?
Please contact Outreach@mda.mil

2015 Calendar of Events

- **October 12-14, Association of the United States Army (AUSA) Meeting & Exposition**
Washington, DC
- **October 29-30, National HUBZone Conference**
Chantilly, VA
- **November 30- December 3, Defense Manufacturing Conference (DMC)**
Phoenix, AZ
- **December 8-10, The Energy Technology and Environmental Business Association (ETEBA) 16th Annual Business Opportunities Conference**
Knoxville, TN

Save the Date

- **April 17-22, The 2016 Mentor Protégé Conference / Nunn Perry Awards Ceremony**
Houston, TX



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For additional information regarding Subcontracting activities at MDA, please email us at subcontracting-oversight@mda.mil.

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 Marketplaces and Directory
www.mda.mil/business/smallbus_programs.html

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

MDA Unsolicited Proposal Guide
www.mda.mil/global/documents/pdf/MDA_Unsolicited_Proposal_Guide.pdf