



Missile Defense Agency

Office of Small Business Programs

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Message from the Director

Lee Rosenberg

As we roll into a new Fiscal Year and new authorization, appropriation and/or continuing resolution laws come into effect, I thought I'd address a

topic that seems to be a mystery to many, the Federal Government rulemaking process. I'm often asked why we haven't yet implemented a law passed by Congress since it would enhance the utilization of small businesses on our contracts. After all, it's the law of the land right? Shouldn't we be able to immediately implement it and get on with business? Well, unfortunately, it's not that easy or clear cut.

The passage of the law is only the beginning of the process. The Executive Branch of the Government must now decide how it will implement the law through a series of regulations that will be published in the Code of Federal Regulations (CFR). These regulations guide the implementation of the law across the entire Government and have the force and effect of law once they are codified. So, how does a regulation become a regulation?

The Administrative Procedures Act (another law of the land) requires that the Executive Branch execute a rulemaking process in the formulation of those regulations which includes among other things, the cost and impact of implementing the regulation and the ability of the public to comment on it before it is codified into law. This rulemaking process can sometimes take years to accomplish. In this article, I'll try to touch on the highlights of the process and how it works. Remember that often times implementing one rule born of one law, may affect the implementation of other rules born of other laws. This adds to the complexity of the rulemaking process.

Let's begin by taking an example of a law passed in 2013 and follow the rulemaking process in implementing the law. In the National Defense Authorization Act (NDAA) of 2013 there was a provision to change the requirements of the current limitation on subcontracting found in the Small Business Act and codified in Small Business Administration (SBA) regulations and the Federal Acquisition Regulations (FAR). When a new law is passed the Office of Management and Budget (OMB) tasks a lead Department or Agency of the executive branch to draft the implementing regulation for the law and shepherd it through the rulemaking process until it is codified in the CFR. In the case of the changes to the limitations on subcontracting in the NDAA of 2013, OMB tasked the SBA with drafting the implementing regulation and conducting the rulemaking process to codify their regulation.

At this point, let's review just what happens during this rulemaking process. The first thing that happens is the lead Department or Agency drafts a proposed rule (read that as regulation) and then coordinates it throughout all the Departments and Agencies affected by the new rule by going through an OMB office called Office of Information and Regulatory Affairs (OIRA). In the case of the changes to limitations on subcontracting, it affected the entire Government, or at least everyone who buys anything in the Government, which is pretty much the whole Government, but I digress. So the SBA drafted its proposed rule and throughout most of 2014 and into 2015 coordinated the draft across the Government, receiving their comments on the draft rule, and changing the draft rule accordingly.

Once a draft rule is coordinated internally within the Government, it is then forwarded to OIRA for publication in the Federal Register

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Welcome to MDA Small Business Office Newest Employees

Genna Wooten

I would like to take this opportunity to welcome two new employees to the MDA Small Business Office. They are Kelvin Carr and Kayla Loper.

of the United States

Kelvin has worked at MDA as a Government employee since 2008. His previous employment at MDA was in the Contract Policy and Compliance Office supporting the contracting activity for an array of contract actions. Prior to his employment at MDA, Kelvin worked as a procurement manager for a local small business. He is a veteran of the United States Air Force. Kelvin has a Bachelor of Science in Resource Management from Troy State University and a Master of Science in Administration from Central Michigan University. Kelvin will be working with some of our major programs to ensure small businesses are being utilized to the greatest extent possible and will also be acting as our liaison to our Small Business Advocacy Council. He will bring a wealth of knowledge to the MDA Small Business Office, and we are looking forward to capitalizing on Kelvin's experience to enhance our office.



Kayla joins our SB Office as a support contractor from our TEAMS Acquisition contract with BCF Solutions. Kayla will be working with Chad Rogers in supporting the Outreach Program, Website Management, and multiple oversight and management tasks associated with BCF's contract. Prior to coming to our office, Kayla worked as a Procurement Assistant for a local small business. She has a Bachelors in Sociology from the University of Central Florida and is currently pursuing her Master Degree in Supply Chain Logistics Management from the University of West Florida. As a recent college graduate, Kayla will bring a fresh perspective to our office, and we are looking forward to her creativity and candor.

The MDA SB Office has been very successful over the past several years in developing our small business industrial base and ensuring small businesses are represented fairly and utilized to the maximum extent possible. With the addition of Kelvin and Kayla, I am excited about the opportunities and ideas that these two will bring to the table to further enhance our small business industrial base.



Jerrol Sullivan Recognized as an MDA Distinguished Professional Honor Roll Recipient

Mr. Jerrol Sullivan was recognized as "Honor Roll Recipient" for the Missile Defense Agency (MDA) Distinguished Professional Award at the 15th Annual MDA Awards Ceremony 27 September, 2018 in Huntsville, AL.

The purpose of the MDA Distinguished Professional award is to recognize the individual who has developed, refined, and implemented practices, procedures, and methods that have had a major impact on the organization, the MDA mission, and core values. In his nomination packet, Mr. Lee Rosenberg, MDA

Office of Small Business Programs (OSBP) Director states that Mr. Sullivan's outstanding results oriented professionalism in maximizing small business participation in the ballistic missile defense of the nation, our deployed forces around the world and our friends and allies, serve as an example for all acquisition professionals, both within MDA and across the Department of Defense and mark him as a true MDA Distinguished Professional.

Mr. Sullivan was recently presented with a Certificate and Statuette in recognition for this honor at an MDA-wide ceremony.

Continued from Page 1...

for public comment and is usually left open for public comment for at least 90 days, sometimes longer, depending on the complexity of the rule and the public interest in it. In the case of the limitation on subcontracting draft rule, the SBA, through OIRA, published it in the Federal Register in 2015, originally for 90 days and then extended the period for comment because of the public interest in it.

Once the public comment period closes the Department or Agency responsible for the rule, must then consider every comment it receives and change their draft rule with regard to those comments it accepts. This is somewhat time consuming and is driven by the number of comments received. In the case of the limitation on subcontracting rule, the SBA received hundreds of comments for which they had to determine a disposition on each and every comment.

Once the Department or Agency adjudicates all the comments and drafts its final rule, it forwards it to OIRA for final review and publication in the Federal Register along with an explanation of what comments were received from the public comment period and the disposition of those comments. As you can imagine some of these postings are quite long. The final rule is now codified as a regulation in the CFR. In the case of the limitation on subcontracting, SBA published its final rule on the implementation of the requirements of the NDAA in June 2016, a mere three years after the law was passed.

But wait! No one in the Department of Defense has implemented the rule yet! It's 2018, what's going on here? Haven't we had a regulation in place for over two years? Well, yes and no. You remember when I said that some regulations require changes in other regulations to be fully implemented? Well, this is the case with limitation on subcontracting. Since it affects the way we do procurements, the FAR has to be changed as well and guess what? Yep, you guessed it, changes to the FAR have to go through the same rulemaking process, but they can't really develop the FAR changes until the other rulemaking is complete so they know what to change.

For your reading pleasure I will not bore you with how rulemaking is done to get the FAR changed, but suffice it to say, it's similar to what SBA had to do and equally arduous. So where is the FAR change for limitation on subcontracting? Well, last I heard it's at OIRA as a proposed rule for publication in the Federal Register for public comment once OIRA approves it. So stay tuned, the FAR may get changed and the new limitation on subcontracting rule gets implemented across the Government before you, and I are eating soft foods together in the home.

Small Business Credit for Assisted Acquisitions

When one agency conducts assisted acquisitions for another agency, awarding the contract and administering the contract, who gets the small business credit? The awarding and administering agency or the funding agency? Under the current rules, the funding agency gets credit under the small business goaling program. In the Contract Action Report (CAR), the actual funding office is cited. This information may be found in the Federal Procurement Data System frequently asked questions. In the "Small Business Goaling" section, it states:

Which agency gets small business goaling credit - the funding agency or the awarding agency?

The Funding Agency gets small business goaling credit. If your agency is buying on behalf of another agency you MUST enter the funding agency information.

The SF-279 (Individual Contract Action Report) has space for the funding agency as well as the awarding agency. This became necessary as interagency acquisition became more common and the practice threatened to distort small business goal achievement by agencies.

An SBA final rule, effective August 15, 2013, allows funding agencies to get credit for small business subcontracting implemented in connection with multiagency, Federal Supply Schedule, Multiple Award Schedule, and indefinite-delivery, indefinite-quantity government-wide acquisition contracts. Paragraph (h) of 13 CFR 125.3 states:

Multiple award contracts.

(1) Except where a prime contractor has a commercial plan, the contracting officer shall require a subcontracting plan for each multiple award indefinite delivery, indefinite quantity contract (including Multiple Award Schedule), where the estimated value of the contract exceeds the subcontracting plan thresholds in paragraph (a) of this section and the contract has subcontracting opportunities.

(2) Contractors shall submit small business subcontracting reports for individual orders to the contracting agency on an annual basis.

(3) The agency funding the order shall receive credit towards its small business subcontracting goals. More than one agency may not receive credit towards its subcontracting goals for a particular subcontract.

(4) The agency funding the order may in its discretion establish small business subcontracting goals for individual orders, blanket purchase agreements or basic ordering agreements.

This rule will not appear in the Federal Acquisition Regulation, because subpart 19.7 does not address subcontract reporting and agency credit at this level of detail.

Five MDA Mentor-Protégé's Prestigious Nunn-Perry Award

Tina Barnhill

Five Missile Defense Agency (MDA) teams were recently named recipients of the Nunn-Perry Award, for their involvement in the U.S. Department of Defense's Mentor-Protégé Program. The Nunn-Perry Award was first awarded in 1995, and is named in honor of former Senator, Sam Nunn, and former Secretary of Defense, William Perry. The award is given to recognize outstanding Mentor-Protégé (MP) teams formed under the auspices of the Department of Defense (DoD) Mentor-Protégé Program.

The Office of the Secretary of Defense, Office of Small Business Programs announced the 2017 winning Mentor-Protégé teams. The winners were honored 17 August, 2017 at the annual Department of Defense Mentor-Protégé conference in Orlando, Florida. The following MDA Mentor-Protégé teams were five out of the eight award winners from across the Department: Northrop Grumman Mission Systems Sector, Missile Defense & Protective Systems Division of Huntsville and QTEC, Inc. DBA QTEC Aerospace of Huntsville, Alabama; Parsons Government Services, Inc. of Pasadena, California and Mobius Consulting, LLC of Alexandria, Virginia; Raytheon Missile Systems of Tucson, Arizona, and Fifth Gait Technologies, Inc. of Santa Barbara, California; Raytheon Integrated Defense Systems of San Diego, California and New England Die Cutting of Methuen, Massachusetts and Raytheon Integrated Defense Systems of San Diego, California and TRM Microwave of Bedford, New Hampshire.

Mentor: Raytheon Integrated Defense Systems

Protégé: Fifth Gait Technologies, Inc.

PTAC: Bethune-Cookman University

Fifth Gait Technologies, Inc. (FGT), Raytheon Integrated Defense Systems, and Bethune-Cookman University are teamed in an active and innovative Mentor-Protégé agreement and opportunity. FGT, a creative virtual company, is headquartered in Santa Barbara, California. They also have footprint/offices, and laboratories in Colorado Springs, Colorado; Huntsville, Alabama; and Raleigh, North Carolina. Plus they have an additional scientist who telecommutes from Ecuador, South America.



Raytheon Missile Systems – Mentor
Fifth Gait Technologies Inc. – Protégé

Ruth Dailey, Lisa Hostetler, Carol Wooden, Jeff Krongaard, Kathy Doughty, Mike Tostanoski, Shannon Jackson, Jonathan Fisher, Dr. Bree Morrison, Ida Wright, Joanne Arvizu, Lee Rosenberg and Christina Barnhill

Fifth Gait Technologies, Inc. is a small disadvantaged, minority-woman owned small business founded in October 2007 with the goal of providing quality and timely engineering services and products to DoD, DoE, and NASA with an emphasis on electro-optic sensor components and systems, real-time computing, image and digital signal processing, space, radiation and nuclear effects, and materials. FGT provides a home for highly educated and nationally recognized subject matter experts who are dedicated in furthering the state-of-art in their respective areas of expertise with the freedom and agility of a small organization. In its design, the company provides a highly supportive group environment coupled with ties to large aerospace organizations.

Raytheon and FGT have established an understanding and collaborative working relationship that centers on process improvement, strategic growth, and enhancement of their diverse capabilities in the aerospace and defense space and commercial industries. The team's initial accomplishments are the result of the use of a thorough needs assessment and strategic planning session (with FGT leadership, Raytheon business leaders and Bethune-Cookman University). To this end, FGT is gaining exposure and improving their infrastructure and processes while establishing their company as industry leaders and experts in their highly technical field of system survivability. The team is expecting to achieve AS9100 Rev D Quality Certification this year, a formidable task for a "virtual company" while also addressing the increasing DoD requirements for cybersecurity. Agreement accomplishments include the following:

- New testing and laboratory space developed with added agile aspects for growth in engineering support to the DoD community.
- The increase of FGT facility clearance to Top Secret to allow support of important DoD programs.
- Over 55X increase from 2014 for total contracts from Mentor to Protégé.
- Over 75% increase in total sales in first year of Mentor Protégé Contract.
- AS9100 2016 Rev. D Certification in process.

Mentor: Raytheon Integrated Defense Systems

Protégé: TRM Microwave

PTAC: Bethune-Cookman University and George Mason University

TRM Microwave is a Woman Owned Small Business (WOSB) specializing in custom design and manufacture of Radio Frequency (RF) and Microwave components and integrated subsystem assemblies. These RF components are the enabling technology in advanced radars, missile defense systems, radio communications, and flight hardware. TRM is a part of Raytheon Integrated Defense Systems' push to engage critical technology companies in Mentor-Protégé



**Raytheon Integrated Defense Systems – Mentor
TRM Microwave – Protégé**

Terry Downing, Ruth Dailey, Lisa Hostetler, Carol Wooden, Dr. Morrison Obeng, Wendy Tirolo, Shannon Jackson, Liz Morris, Mark Schappler, Wayne Evans, Daniel Porter, Lee Rosenberg and Christina Barnhill

agreements for the benefit of Raytheon, the industry, and most importantly, the Warfighter.

Raytheon Integrated Defense Business is a subsidiary of Raytheon Corporation. Raytheon Integrated Defense Systems specializes in air and missile defense, land and sea-based radars, and systems for managing C4ISR as well as sonars for torpedoes and electronic systems for ships. Raytheon's work with TRM Microwave is largely focused on system elements for critical Missile Defense Systems.

TRM has directly benefited in many ways and in many disciplines within their company such as.

- Engineering design software training that supports collaborative design and analysis through Modeling and Simulation improving first pass yield of designs and electrical performance.
- Layout, implementation, and optimization of a dedicated work cell for RF products using Pick and Place Technology allowing for fewer man hours per part and the improved accuracy and quality of an automated production line.
- Machine based manufacturing that improves quality and throughput while reducing cost.
- TRM has received over 80 pieces of donated equipment from Raytheon to date to help build out TRMs new 4,000 square foot manufacturing expansion facility.
- Technology road mapping and executive coaching have provided both the direction for the company's growth and the organizational understanding to do so successfully.

This agreement has already had a positive effect on the Defense Industrial Base. The technical improvements that TRM acquired through in this agreement are being enjoyed by multiple programs and companies today and will continue in the future.

- Training has resulted in TRM being used on new programs within Raytheon including the Upgraded Early Warning Radar (UEWR), the 3 Dimensional Expeditionary Long Range Radar (3DELRR), and the Patriot Upgrade Program.
- Transition to machine base manufacturing means lower cost, higher reliability, and lower program risk. This gets more reliable equipment in the Warfighters hands, faster and a much lower cost.

- Successes of this agreement are being shared with other Defense Industry Base Companies. The Raytheon Mentors have met directly with BAE Systems to assure the training is universal and meets BAE's needs. L3 Technologies and Lockheed Martin have also benefited from this Raytheon led Mentor-Protégé program.

Mentor: Northrop Grumman Mission Systems Sector, Missile Defense & Protective Systems Division of Huntsville

Protégé: QTEC, Inc. DBA QTEC Aerospace

PTAC: Oakwood University

MDA, QTEC Aerospace (QTEC), Northrop Grumman Corporation (NGC) and Oakwood University are partnered in an active MP agreement which has as its foundation the long-term NGC/QTEC relationship established through years of collaboration on national defense projects for multiple government customers including MDA. QTEC, a WOSB centered in Huntsville, Alabama, provides systems engineering, project management, engineering analysis and operations and logistics services for MDA's Ground Based Midcourse Defense (GMD) program, air and missile defense, aviation and NASA space programs. QTEC's strengths are Model-Based Systems Engineering (MBSE) and Condition-Based Maintenance plus (CBM+)/Cost-wise Readiness. The contributions of QTEC have been recognized repeatedly by government and industry partners. Most recently, QTEC received the NGC Enterprise Supplier Competitive Advantage award for creation of cost savings.



**Northrop Grumman System Corporation – Mentor
QTEC, Inc. – Protégé**

Ruth Dailey, Lisa Hostetler, Shannon Jackson, Steve Cook, Kathy Broad, Carol Daniel, Lee Rosenberg, Christina Barnhill

The DoD MP agreement provided QTEC the transformational technical, business management and infrastructure capabilities necessary for increased productivity, corporate growth, broader partnering, and pursuit of business as a prime contractor. With the support of MDA, NGC and Oakwood University, QTEC has obtained Cybersecurity and Systems Engineering certifications, established a Systems Engineering Lab, established a corporate vision and strategic direction to focus investments and pursuits, refined its corporate marketing identity to reflect corporate vision, expanded potential partnering relationships in the aerospace community and refined corporate procedures and Human Resources (HR) policies in preparation for growth. As evidence of the positive effect of this MP agreement, QTEC has experienced 64% growth in staff and an increase in annual revenue of 82% from \$7.6M to \$13.4M over the life of the MP Program.

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LEGEND						
Anticipated		Draft RFP OR Final RFP		In Source Selection		Awarded
ALL DATES NO EARLIER THAN:						
Solicitation	Contract Number	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date	Awarded
HQ0147-16-R-0010		F&O - VIPC	10/2/2018	TBD	TBD	
HQ0147-15-R-0007	HQ0147-16-C-0013	SBSA - Quality and Mission Assurance	Awarded To:	a.i. solutions Inc.		12/9/2015
HQ0147-15-R-0008	HQ0147-16-C-0015	SBSA - Safety	Awarded To:	A-P-T Research Inc.		1/5/2016
HQ0147-15-R-0011	HQ0147-16-C-0030	F&O - Warfighter Integration	Awarded To:	Parsons Government Services Inc.		3/31/2016
HQ0147-15-R-0014	HQ0147-16-C-0024	SBSA - Environmental Management	Awarded To:	Mabbett & Associates Inc.		4/22/2016
HQ0147-15-R-0027	HQ0147-16-C-0034	SBSA - Test Exercise, and Wargames	Awarded To:	Millennium Engineering and Integration		4/29/2016
HQ0147-15-R-0032	HQ0147-16-C-0033	SDVOSB - Office Administration	Awarded To:	Yorktown Systems Group, Inc.		5/3/2016
HQ0147-15-R-0012	HQ0147-16-C-0036	F&O - Counterintelligence	Awarded To:	ManTech Advanced Systems International, Inc.		5/10/2016
HQ0147-15-R-0009	HQ0147-16-C-0037	F&O - Security Programs	Awarded To:	Booz Allen Hamilton		5/10/2016
HQ0147-15-R-0016	HQ0147-16-C-0038	F&O - Intelligence Program	Awarded To:	Booz Allen Hamilton		5/19/2016
HQ0147-15-R-0022	HQ0147-16-C-0040	SBSA - Cybersecurity Engineering	Awarded To:	nou Systems, Inc.		5/26/2016
HQ0147-15-R-0021	HQ0147-16-C-0041	SBSA - Logistics	Awarded To:	Venturi Inc.		6/13/2016
HQ0147-15-R-0013	HQ0147-16-C-0047	SBSA - Acquisition	Awarded To:	BCF Solutions, Inc.		6/17/2016
HQ0147-16-R-0003	HQ0147-16-C-0042	F&O - Weapons and Missile Engineering	Awarded To:	Parsons Government Services Inc.		6/30/2016
HQ0147-16-R-0014	HQ0147-16-C-0057	SDVOSB - Strategic Planning	Awarded To:	Strategic Alliance Business Group		7/7/2016
HQ0147-16-R-0004	HQ0147-16-C-0070	F&O - C3BM Engineering	Awarded To:	Parsons Government Services Inc.		8/3/2016
HQ0147-16-R-0011	HQ0147-16-C-0077	SBSA - Test Provisioning	Awarded To:	Torch Technologies		9/22/2016
HQ0147-15-R-0024	HQ0147-17-C-0007	SBSA - International Affairs	Awarded To:	Allied Associates International, Inc.		11/8/2016
HQ0147-16-R-0009	HQ0147-17-C-0028	F&O - BMD Systems Engineering (including M&S)	Awarded To:	Parsons Government Services Inc.		3/23/2017
HQ0147-17-R-0001	HQ0147-17-C-0034	F&O - Facilities Life Cycle Management	Awarded To:	Parsons Government Services Inc.		5/23/2017
HQ0147-16-R-0008	HQ0147-17-R-0055	F&O - BMDS CSM/CND	Awarded To:	Booz Allen Hamilton		8/15/2017
HQ0147-15-R-0017	HQ0147-18-C-0004	SDVOSB - Facilities, Logistics and Space Management	Awarded To:	Strategic Alliance Business Group		10/4/2017
HQ0147-16-R-0002	HQ0147-18-C-0001	SBSA - Predictive BMDS Engineering	Awarded To:	Torch Technologies		10/19/2017
HQ0147-16-R-0018	HQ0147-18-C-0003	SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	Awarded To:	Modern Technology Solutions, Inc.		10/30/2017
HQ0147-16-R-0016	HQ0147-18-C-0023	SBSA - International Engineering	Awarded To:	PeopleTec, Inc.		8/28/2018
HQ0147-16-R-0005	HQ0147-18-C-0012	SBSA - Cybersecurity Compliance and Risk Management	Awarded To:	Decisive Analytics Corporation		1/26/2018
HQ0147-17-R-0019	HQ0147-18-C-7121	8(a) - Public Affairs Support	Awarded To:	DigitalSpec, LLC		2/14/2018
HQ0147-17-R-0017	HQ0147-18-C-0020	F&O - Agency Advisory & Analytical Support	Awarded To:	MacAulay-Brown Inc. (MacB)		4/18/2018
HQ0147-18-R-0004	HQ0796-18-C-0002	SBSA - Information Technology Management and Analysis	Awarded To:	Five Stones Research Corporation		8/8/2018
HQ0147-16-R-0055	HQ0147-16-C-0025	SBSA - Business Operations	Awarded To:	Veterans Technology		7/20/2018
HQ0147-18-R-0006	HQ0147-18-C-0038	SBSA - Human Resources	Awarded To:	LSINC Corporation		9/17/2018
HQ0147-17-R-0018	HQ0147-18-C-0041	WOSB- Protocol Support	Awarded To:	L.C. Wright, Inc.		9/20/2018



CURRENT AND UPCOMING MDA REQUIREMENTS (OTHER THAN TEAMS)

SOLICITATIONS ISSUED					
(ALL DATES NO EARLIER THAN)					
Solicitation	NAICS	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date
HQ0147-18-R-0009	541715	WOSB - Advanced Research Center (ARC)	3/13/2018	9/10/2018	10/25/2018
HQ0147-17-S-0001	541712	Advanced Technology Innovation (ATI) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology	3/1/2017	6/10/2018	OPEN
HQ0147-17-R-0015	541715	Type-4 (T4) Subscale Targets	12/08/2017	8/24/2018	10/15/2018
HQ0147-15-R-0047	541511	F&O - Modeling and Simulation Contract (MASC)	4/29/2016	9/1/2017	11/1/2017
HQ0147-16-R-0022	541511	SBSA – Modeling and Simulation Contract, Truth Modeling and Element Representations (MASC-T)	5/24/2017	1/10/2018	3/14/2018
HQ0276-17-R-0003	541715	F&O Aegis Ashore Missile Defense Test Complex (AAMDTC) Operations and Support (O&S) Services		3/15/2018	5/15/2018
HQ0147-18-R-0002	541715	F&O High Power Amplifier Replacement	12/19/2017	3/23/2018	5/7/2018
HQ0147-18-R-0010	334511	HDR Multiple Award Indefinite Delivery Indefinite Quantity (ID/IQ)	4/18/2018	5/16/2018	6/15/2018
HQ0147-18-R-0025	334220	Zodiac Data Systems Transportable Telemetry Systems (TTS) Antennas		5/11/2018	5/15/2018

SOURCES SOUGHT / RFI'S ISSUED - RFP'S ANTICIPATED			
Solicitation	NAICS	Announcement	RFI Issued
HQ0147-17-BAA-RFI_HALE	541712	High Altitude Long Endurance (HALE) Unmanned Aircraft	7/12/2017
MDA18DACNSN03	336419	Ground-Based Midcourse Defense In-flight Interceptor Communications System Data Terminal in Hawaii	5/10/2018
MDA-18-DV-RFI01	541715	Analysis and Simulation Development for Advanced Concept Performance Assessment (DVS)	5/1/2018
MDA18DERFI05	541715	BMDS Boost Phase Intercept (BPI)	5/21/2018
MDA18THRFI01	541614	Terminal High Altitude Area Defense (THAAD) Life Cycle Product Support	5/24/2018
RFITCFUTURES080118	541715	TC Futures RFI	8/1/2018

SOLE SOURCE				
Solicitation	NAICS	Announcement	Notice Date	Award Date
HQ0276-18-R-0002	336414	Standard Missile-3 Block 1B Missile Production and Integration Raytheon Missile Systems	3/20/2018	
DACW180114	336414	Aegis BMD Guided Missile, Standard Missile-3 (SM-3) Raytheon Missile Systems	3/13/2018	
HQ0147-14-C-0001	336414	Medium Range Ballistic Missile Targets Aerojet Rocketdyne Coleman Aerospace	4/30/2018	

All information valid as of 3 October 2018

In Source Selection

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Mentor: Parsons Government Services, Inc.

Protégé: Mobius Consulting, LLC

PTAC: George Mason University PTAC

Parsons Government Services, Inc., an engineering, construction, technical and professional services firm, is a leader in many diversified markets with a focus on defense/security, industrial and infrastructure services. Our Engineering and Technology market area, where this agreement resides, provides operations support, program management, systems engineering, and delivers critical and essential infrastructure for the safety and security of our nation. Mobius Consulting, LLC. (“Mobius”), a certified Historically Underutilized Business Zone Small Business (HUBZone SB), WOSB provides systems engineering, technical analysis, and program management solutions to federal and commercial customers. Mobius’ specialized expertise in Weapons and Missile Systems, Space Systems, and Intelligence has been proven through several successful programs supporting Parsons’ contracts with the MDA.



**Parsons Government Services Inc. – Mentor
Mobius Consulting LLC – Protégé**

Ruth Dailey, Mauro Farinelli, Melaine Privitera, Frank Privitera, Shannon Jackson, Lisa Hostetler, Gwen Johnson, Wayne Evans, Lee Rosenberg and Christina Barnhill

Parsons’ long-term relationship with Mobius has developed into a formal MP relationship to enhance its business management/corporate infrastructure, technical service offering and capabilities. This developmental assistance includes several technical innovation areas for Mobius:

- Growth of the modeling simulation capabilities of Mobius with training on the STK modeling/simulation tool.
- Implementation of a recognized Quality Management System providing ISO-9001 ensuring consistent and effective processes across Mobius infrastructure enhancing program delivery.
- Cost Accounting System support to ensure processes and procedures in place to support an approved Cost Accounting System which has led to the ability to receive their first cost type contract and secure additional credit.
- Cybersecurity Risk Management Plan defining areas and processes to put Mobius on track for compliance.

Business infrastructure development assistance supports administrative, program management, and business development functions. Key features include the provision of

HR tools and processes enhancing Mobius’ recruiting practices, provision of facility space at multiple Parsons locations to provide easy access to clients and new markets, and business development engagements for market expansion.

Mentor: Raytheon Integrated Defense Systems

Protégé: New England Die Cutting

PTAC: George Mason University and Bethune–Cookman University

New England Die Cutting (NEDC) is a WOSB that provides Sealing Solutions. In order for any system to meet the rigors of the Defense Industry, the internal workings must be protected from the environment, shielded from electronic interference, and isolated from shock and vibrations. NEDC provides these enabling solutions to system and subsystem integrators across the defense industry. The Warfighter relies on their system to work the first time and every time. The Sealing Solutions provided by NEDC assure the Warfighter of that reality.

Raytheon Integrated Defense Business is a subsidiary of Raytheon Corporation. Raytheon Integrated Defense Systems specializes in air and missile defense, land and sea-based radars, and systems for an aging C4ISR as well as sonars for torpedoes and electronic systems for ships.



**Raytheon Integrated Defense Systems – Mentor
New England Die Cutting (NEDC) – Protégé**

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NEDC has directly benefited from this agreement and enjoyed many successes such as:

- A company-wide scheduling system driving performance and manufacturing efficiency up 21%.
- Machine uptime improvements from 70% to 90%.
- Automation in inspection and First Article Inspection Reporting.
- Expansion from a 20,000 square foot facility to a 70,000 square foot facility.
- Quality System improvements that will lead to ISO9001-2015 and AS9100 Rev D certification.

This agreement has made a positive impact on the Defense Industrial Base that will last well into the future. NEDC’s technical improvements as a direct result of this agreement are improving performance on existing program and attracting new business from customers across the industry.

- Improvements have resulted in NEDC earning business on new programs within Raytheon including new parts for the F-35 Joint Strike Fighter.
- Efficiency and process improvements have translated into lower cost, higher reliability, and lower program risk. This translates to more reliable equipment in the Warfighters hand's, faster and a much lower price.
- Other Defense Industry Base Companies have taken notice of NEDC's improvements, and as a result, NEDC has earned contracts on new programs. BAE Systems has awarded new programs in support of the Advanced Precision Kill Weapon System (APKWS), Thermal High Altitude Area Defense (THAAD) and the F-35 Joint Strike Fighter. Lockheed Martin has also benefited from this MP program and in turn has awarded NEDC with new contracts on the F-35 Joint Strike Fighter.

Mr. Lee Rosenberg, Director, MDA Office of Small Business Programs said "The Mentor-Protégé Program benefits the Missile Defense Agency, by fostering lasting partnerships between large business prime contractors who support the Agency and small innovative businesses that have capabilities we can use." Mentors are prime contractors who agree to promote and develop small businesses by providing developmental assistance designed to amplify the business success of the protégé. The Mentor-Protégé Program is designed to encourage the mentor to provide beneficial developmental assistance to the protégé. This return on our investment in DoD dollars is the growth in the small business industrial base supporting MDA.

Congratulations to all awardees.

The purpose of the MP Program is to provide incentives for DoD contractors to assist small businesses in enhancing their capabilities, and to increase participation of such firms in Government and commercial contracts.

The Importance of Outreach in Market Research

After spending 20 years of my career in the Wireless Telecommunication Industry in sales and marketing in Business to Business and Government sales, I cut my teeth on the fundamentals of the sales cycle and the importance of "Funnel Management" in all aspects of the sales process. This experience helped me to understand my customers' needs individually, ultimately helping me determine what the sales cycle would be for each company, based on their corporate climate, budget, and competition.

Fast forward 30 years and now I am in a completely new environment. I am on the other side of the fence and helping to understand the Agency's needs, balanced with the Small Business (SB) Industrial Base that is available while finding those "untapped resources" we talk about in our Mission and Vision statement. How do we do this? Our Agency needs high-tech SB's who have the capabilities to help us build and deploy the Nations' Ballistic Missile Defense System (BMDS) plus, we are directed by Congress to ensure SB's are represented in all Agency acquisitions. Keep in mind; we can't just go out and find "Radars-R-Us" Small Business and ask them to build us a Sea Based X Band Radar. Even if they did exist, their infrastructure alone would cause them to most likely be outside the size standard for a Small Business. So our office has to break down the individual requirement and see what requirements could be set aside for small business and what capabilities exist in the marketplace that we can use for the individual procurement.

Here is where my 20 years of sales and marketing experience comes into play. Some of you Business Development (BD) folks use the term Sales Funnel and/or Funnel Management as a way to

manage what you are tracking, what you feel you have a chance at winning and where they stand in the funnel (or sales) cycle to ensure that you do not have all of your eggs in one basket. So, if one falls out, you have other opportunities working through the funnel to ensure sales come out at the bottom. When you turn this around, the same things happen with the SB Industrial Base. We travel all over the United States looking for those SB's that have the capabilities that we think we will need over the next 4-5 years. We capture their capabilities and ensure that they understand the complexities of working in the Department of Defense arena, advising them on what is needed to do business in this space and what it takes to endure the long sales cycle process.

At each event, we gather data and statistics on every company we meet and talk to, essentially putting them into our "Funnel" for the SB industrial base. This database is then used for a multiplicity of things from determining the types of SB's that exist that do what we need, to determining the Return on Investment (ROI) for each conference we attend.

As we are setting our outreach calendar for each quarter, our primary goal is to look for events that we hope will produce the types of SB's that we will need for upcoming procurements, keeping in mind our core small business utilization objectives: 1) Maximizing competition in the supply chain, 2) Reduce single point failures by addressing quality issues and 3) Maximizing utilization of SBIR/STTR/RIF technology throughout the Agency and the Department of Defense as a whole.

Chad Rogers



Ballistic Missile Defense System (BMDS)

C2BMC Command and Control, Battle Management, and Communications

The Command and Control, Battle Management, and Communications (C2BMC) program is the hub of the Ballistic Missile Defense System (BMDS). It is a vital operational system that enables the U.S. President, Secretary of Defense and Combatant Commanders at strategic, regional and operational levels to systematically plan ballistic missile defense operations, to collectively see the battle develop, and to dynamically manage designated networked sensors and weapons systems to achieve global and regional mission objectives.

NMCC

USSTRATCOM

USNORTHCOM

USPACOM

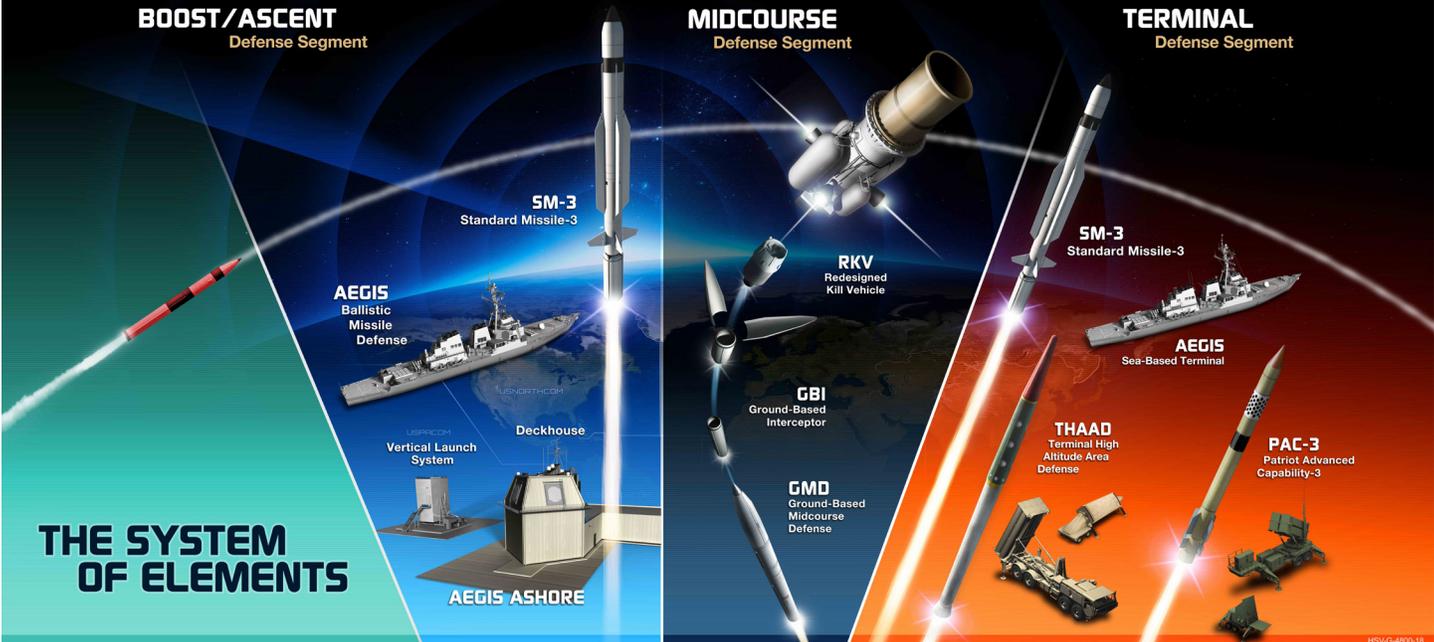
USEUCOM

USCENTCOM

BOOST/ASCENT Defense Segment

MIDCOURSE Defense Segment

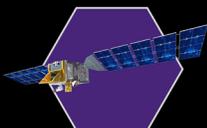
TERMINAL Defense Segment



HSV-G-4906-18

SENSORS

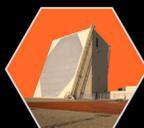
An effective layered defense incorporates a wide-range of sensors to detect and track threat missiles through all phases of their trajectory. Satellites and a family of land- and sea-based radars provide worldwide sensor coverage.



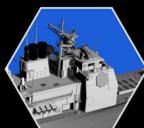
SATELLITE SURVEILLANCE



FORWARD-BASED RADAR



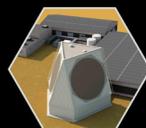
UPGRADED EARLY WARNING RADAR



AEGIS BMD SPY-1 RADAR



SEA-BASED X-BAND RADAR



HOMELAND DEFENSE RADARS

Meet Our Staff

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2018 Calendar of Events

OCT

- 8-11** AUSA, Washington, DC
- 10** Fall Triad, Chantilly, VA
- 9-13** National HUBZone, Chantilly, VA
- 18-19** ChallengeHER, Deadwood, SD
- 23-25** Rochester PTAC, Rochester, NY
- 31** UAHuntsville PTAC, Huntsville, AL

NOV

- 5-8** Alamo ACE, San Antonio, TX
- 13** JSU SBDC Government Matchmaker, Jacksonville State
- 30** MDA Breakfast with the Primes, Huntsville, AL

DEC

- 3-7** Puerto Rico PTAC, Puerto Rico



OSBP Staff

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Jerrol Sullivan, *Subcontracting Program Manager*

Kelvin Carr, *Small Business Services Acquisition Manager*

Tina Barnhill, *Mentor-Protégé Manager*

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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 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