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MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

MISSION

We facilitate access to ingenuity residing within the small business industrial base the Missile Defense Agency (MDA) relies on for missile defense.

VISION

We strive to remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting the Director’s lines of effort, while effectively advocating for use of small businesses in our procurements.

The MISSION of the MISSILE DEFENSE AGENCY

The Missile Defense Agency’s (MDA) mission is to develop and deploy a layered Missile Defense System to defend the United States, its deployed forces, allies, and friends from missile attacks in all phases of flight.

Next Issue: January 2021
I’m excited to issue the first newsletter for Fiscal Year 2021. Calendar year 2020 threw us all a curve ball that made us re-think the way we do business. We are no longer in an environment to maintain business as usual. Due to the coronavirus (COVID-19), our travel to outreach events halted and for the safety of the workforce and community we shifted to virtual platforms. Regardless of the situation, our mission is to be an advocate for the small businesses, provide a platform for communication, expand the small business footprint and strengthen the industrial base. As such, I would like to reflect on a few of the small business accomplishments during this unprecedented time.

In May, MDA held its first ever Small Business Conference and Matchmaking Event. Over 600 small businesses participated to make this event a huge success. The conference provided information on upcoming procurement opportunities, as well as information on the types of capabilities our prime contractors are looking for in a small business. We are proud of the great success we achieved and have begun the planning for our 2021 conference. Please keep your eyes open for more details.

MDA is moving forward with the Technical, Engineering, Advisory and Management Support (TEAMS) Next acquisitions. As a result of extensive research, our TEAMS Next strategy includes 13 small business set-aside competitions and 5 full and open competitions. Please continue to monitor beta.SAM.gov regularly for status and Request for Proposal (RFP) releases.

Lastly our biggest achievement was exceeding our Fiscal Year 2020 small business goals and performance. As of September 30, 2020 small businesses were awarded over $626,148,959.02, 9.03% in MDA obligated contract dollars. We also exceeded all of our Socio-Economic categories goals totaling over $364,736,777.76.

Since becoming the acting Director, I have received overwhelming requests from small businesses to meet with me to share your company’s capabilities. To better serve our small business community, every Thursday will be set aside to conduct one-on-one capability meetings. My goal is to meet with as many small businesses as possible. If you would like to request a capability meeting please send your request to outreach@mda.mil.

Thank you for your interest in doing business with MDA.
Outreach Program

PURPOSE
Engage the small business community to add value to MDA acquisitions by developing and maintaining a superior knowledge of the market; offer marketplace knowledge that can provide insight into solutions to mission requirements early in the market research process and throughout the acquisition cycle.

KEYS TO WORKING WITH MDA

• Let us know your capabilities by visiting our office or website at www.mda.mil and adding your profile to our directory.
• Attend our conferences for matchmaking with primes and meeting with government representatives from MDA.
• Provide quality responses to our “sources sought” notices when we issue them.

We often make important acquisitions strategy decisions based on responses to sources sought.

HOW WE HELP YOU

• Our office is your advocacy office.
• We will help you understand the Agency and where your product or services might best fit.
• We can also provide contact information for the appropriate agency or major prime contractor personnel to further market your products or services.
• We ensure that all acquisitions are reviewed for participation by small businesses.
• The key to making sure an acquisition is set-aside for small business is our ability to demonstrate there are sufficient businesses capable of performing the job we need, in a quality manner, and at a reasonable price to meet our agency’s mission.

INDIAN INCENTIVE PROGRAM

The Indian Incentive Program (IIP) is a Congressionally-sponsored program that provides a 5 percent rebate to a prime contractor on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization in accordance with DFARS Clause 252.226-7001. Through the generation of subcontracts, the IIP serves as an economic multiplier for Native American communities. Department of Defense (DoD) prime contractors with a subcontract worth $500,000 or more that contains the DFARS clause are eligible for incentive payments.

Eligibility: For Native American businesses, two requirements must be met in order to participate in the IIP:
1. 51% Native American/Alaskan/Hawaiian Ownership
   • Indian ownership of the subcontractor or supplier cannot constitute less than 51 percent of the enterprise.
   • DFARS 252.226-7001
2. Federally Recognized Tribal Enrollment
   • Native American: The subcontractor or supplier must be owned by a federally recognized tribe or a member of a federally recognized tribe.
   • Native Alaskan: The subcontractor or supplier must be owned by a “native,” “native village” or “native group” (including corporations organized by Kenai, Juneau, Sitka, and Kodiak) as defined by the Alaska Native Claims Settlement Act.
   • Native Hawaiian: The subcontractor or supplier must be owned by a recognized Native Hawaiian as defined by 25 USC 4221(9).

Information courtesy of DoD Office of Small Business Programs (OSBP)

For additional information, please visit the Indian Incentive Program webpage https://business.defense.gov/Programs/Indian-Incentive-Program/ located under the DoD OSBP.
CONTRACTING OPPORTUNITIES

Support for Development, Production, Fielding and Sustainment of the BMDS

- Many subcontracting opportunities with our large system integrators.
  
  - For those interested in participating in this market, become familiar with the MDA Small Business Advocacy Council (SBAC). To learn more visit www.mda.mil and click on MDASBAC.

Advisory and Assistant Services (A&AS)

- TEAMS/TEAMS-Next Program
  
  - All A&AS services will be acquired through the TEAMS program.
  
  - Stay engaged in the TEAMS-Next Program by registering for beta.SAM.gov announcements.

Infrastructure Support Services

- MDA Facilities and Information Technology (IT) support

SBIR/STTR

- MDA always participates in at least one solicitation issued by DoD Small Business Innovative Research (SBIR) or Small Business Technology Transfer (STTR) Programs.

“The MDA team is focused on designing, developing, delivering, and sustaining an advanced, fully integrated and layered missile defense system.”

Jon A. Hill
Vice Admiral, USN, Director, MDA

To achieve this focus the Agency relies on our large and small business contractors as they develop, test, integrate, and field the Missile Defense System (MDS) for MDA. This contractual relationship provides contracting opportunities in four major markets: MDS development, A&AS, Infrastructure Support Services and the Advanced Research Program.

CHECKLIST

For Doing Business with MDA

1. Meet with your local Procurement Technical Assistance Center (PTAC).
2. Identify your product or service by North American Industry Classification System (NAICS) Codes.
3. Confirm your small business size standards.
4. Determine if your business is eligible to participate in any Socio-Economic Program(s).
5. Obtain a Data Universal Numbering System (DUNS) number.
6. Register in the System for Award Management (SAM).
7. Become familiar with government contracting procedures.
8. Become familiar with MDA and how your company can help the Agency accomplish its mission.
10. Consider the GSA schedule program and other best-in-class contracts.
11. Explore subcontracting and joint venture/teaming opportunities.
12. Make an appointment to speak with the Office of Small Business Programs - your first and most important step for doing business with MDA.

MAKE AN APPOINTMENT:

Contact Information
MDA Office of Small Business Programs
Phone: 256-450-2872
Email: outreach@mda.mil
Website
www.mda.mil
The Mentor-Protégé Program was established in 1990 under section 831 of Public Law 101-510. This program was created in an effort to respond to concerns, raised by Department of Defense (DoD) prime contractors, that many Small Disadvantaged Businesses did not possess the technical capabilities to perform DoD subcontract requirements. The Mentor-Protégé Program is designed to provide incentives to major DoD contractors by:

- Furnishing technical and business assistance to small disadvantaged businesses, women-owned small businesses, service-disabled veteran-owned and controlled businesses, and qualified HUBZone small businesses
- Enhancing their capabilities to satisfy DoD and other contract and subcontract requirements
- Fostering the establishment of long-term business relationships that benefit the DoD
- Increasing protégé firms technical and business infrastructure capabilities to contract with the DoD or other Federal agencies
- Demonstrating benefits to the Warfighter through technology transfer

**Current Status of the Program**

- Direct reimbursement of costs and credit towards subcontracting goals may be incurred through September 30, 2024
- Be capable of imparting value to a protégé firm because of experience gained as a DoD contractor or through knowledge of general business operations and government contracting, as demonstrated by evidence of that such entity.

**Protégé’s Eligibility**

A qualifying Protégé must be:

- One of the following:
  - A “nontraditional defense contractor”
  - A qualified HUBZone small business concern
  - A Woman-Owned Small Business (WOSB)
  - A Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - Socio-economically disadvantaged small business
  - A qualified organization employing the severely disabled
  - An entity currently providing goods or services in the private sector critical to enhancing the capabilities of the defense supplier base and key to fulfilling key DoD needs
  - A business owned and controlled by an Indian tribe or Native Hawaiian organization
- Eligible for award of Federal contracts
- Less than half the Small Business Administration (SBA) size standard for its primary North American Industry Classification System (NAICS) code.

**Steps for Participation**

1. Identify a Mentor/Protégé counterpart. (Mentor and Protégé are solely responsible for finding their counterpart.)
2. Identify Agreement type
3. Contact MilDep/ODA (reimbursable) or DCMA (credit) & (credit-hybrid) for additional requirements
4. Conduct needs assessment (recommended)
5. Develop agreement
6. Submit agreement for approval (31 Oct & 30 Apr)
7. Agreement start
8. Comply with reporting and review requirements
Types of AGREEMENTS

Reimbursement Agreements
- Identify specific C contract vehicle/contracting officer endorsement
- Highly encouraged to use HBCU/MI/SBDC/PTAC
- Direct cost reimbursement of allowable costs outlined in Appendix I, including:
  - Direct labor costs (for assistance by Mentor firm employees)
  - Assistance provided by HBCU/MI/SBDC/PTAC
  - Other costs - detailed cost breakdown
- Military Services/Other Defense Agencies may have additional requirements
- Requires Military Services/Other Defense Agencies’ Approval

Credit Agreements
- Requires Defense Contract Management Agency approval
- More focused on business infrastructure
- Costs incurred under Credit Agreement - May be applied (in the following multiples) towards the SDB subcontracting goal under any Federal Agency Subcontracting plan (FAR 19.703):
  - 4x for assistance provided by HBCU/MI/SB
  - 3x for labor assistance by Mentor firm employees
  - 2x other costs (for example, travel or training)

Hybrid Agreements
- Utilizes some credit and some reimbursement instead of exclusively one or the other - Hybrid Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement
- Process:
  - Development procedures similar to a reimbursement
  - Agreement transformed to a form contract document signed by both parties
  - Proposal can be submitted to DCMA MP Program Manager (PM) and serving DoD Component PM for consideration
  - The base year (credit) amount must be commensurate with the reimbursable amounts for Option Year 1

Criteria for Agreement
- May not exceed 2 years
- Must have milestones
- Must have metrics
- Should show value to Mentor, Protégé, and DoD
- Estimated dollar amounts of subcontracts
- Detailed cost breakdown:
  - The total amount of reimbursed to a Mentor costs of assistance furnished to a Protégé in a fiscal year may not exceed $1M
  - The average cost of a 2-year, direct reimbursed agreement is $500,000-750,000 (for each of two years)

Mentor’s Benefits
- Develop long-term business relationships with SDB concerns
- Develop SDB subcontracting base
- Direct cost reimbursement and/or SDB credit
- Teaming opportunities with the Protégé to win new contracts and/or subcontracts
- Participation in the MP Program as a marketing tool
- Networking opportunities

Protégé’s Benefits
- Relevant technical assistance
- Participation in the MP Program as a marketing tool
- Networking opportunities
- Teaming opportunities with the Mentor to win new contracts and/or subcontracts

DoD/MDA Benefits
- Stimulate and transition innovative technologies into established Defense Acquisition programs
- Resolve operational challenges and other critical national security requirements
- Train and develop business acumen and capabilities of Protégés
- Provides new development and technical assistance to Protégés for potential business opportunities with DoD agencies

CONTACT US
Missile Defense Agency
Office of Small Business Programs
Mentor-Protégé Program
Building 5222, Martin Road
Redstone Arsenal, AL 35898

Call (256) 450-2872 For More Information
http://business.defense.gov/Programs/mentor-protégé-program/
The MDA Terminal High Altitude Area Defense (THAAD) Project Office has successfully awarded the THAAD Product Support Contract (TPSC), HQ0853-20-C-0002, to ITC Defense Corporation. This competitive cost-plus-fixed-fee contract has a total value of $28,567,455, with a performance period from August 2020 to August 2025. Under this contract, ITC will provide MDA with general product support services to include Maintenance and Supply Support; Packaging, Handling, Storage, and Transportation; Forward Stationing for Theater Support; Training and Training Support; and limited Missile Support to the THAAD Weapon system. ITC is a HUBZone firm. This is the first time any sustainment efforts have been set-aside for small businesses and awarded on the THAAD program.

The U.S. Small Business Administration (SBA) is extending the time for the filing of Individual Subcontracting Reports (ISR) and Summary Subcontracting Reports (SSR) by 30 and 60 days, respectively. The SBA will consider the fiscal year-end ISRs submitted by November 30, 2020, and the SSRs submitted by December 30, 2020, to be timely. In line with SBA’s decision to extend the fiscal-year end ISR submission date, SBA is also extending the ISR reporting due date for firms that have recently completed contracts or that will complete contracts in the near future (prior to September 30, 2020) to November 30, 2020. All MDA contractors are encouraged to comply with these new deadlines. Also, when submitting ISR/SSR reports, MDA Contractors should ensure the correct point of contact, i.e., procuring contracting officer and/or contracting officer representative, is listed on the report and in the Electronic Subcontracting Reporting System.

Source: Small Business Administration Memorandum - “Extension of time for filing the fiscal year end Individual Subcontracting Reports and Summary Subcontract Report,” dated August 27, 2020
As of July 15, 2020, the certification process for Women-Owned Small Businesses (WOSBs) and Economically Disadvantaged (EDWOSBs) has changed. Small Business Administration (SBA) has implemented Congress’ changes to the Women-Owned Small Business (WOSB) Federal Contracting Program, as put forth in the 2015 National Defense Authorization Act (NDAA).

SBA is strengthening oversight and maintaining the integrity of the certification process. As of July 15, 2020 firms could start submitting applications under the new certification process in beta.certify.sba.gov for initial processing. On October 15, 2020 SBA will begin issuing decisions on certification. The current self-certification process from certify.sba.gov will remain available for firms until October 15, 2020. After October 15, 2020, self-certification will no longer be available and firms must complete the new certification process on beta.certify.sba.gov to compete for WOSB Federal Contracting Program set-aside contracts.

The updated WOSB Federal Contracting Program regulations makes it easier and more efficient for contracting officers to set aside contracts for, and make awards to, firms certified as WOSBs and EDWOSBs. To help provide a level playing field for women business owners, the Government limits competition for certain contracts to businesses that participate in the women’s contracting program. These contracts are for industries where women-owned small businesses (WOSB) are underrepresented. Some contracts are restricted further to economically disadvantaged women-owned small businesses (EDWOSB)

To be eligible for the women’s contracting program, a business must:

- Be a small business as defined in the SBA Size Standard Tool (https://www.sba.gov/size-standards/)
- Be at least 51 percent owned and controlled by women who are U.S. citizens
- Have women manage day-to-day operations and also make long-term decisions

To qualify as an economically disadvantaged business within the women’s contracting program, a business must:

- Meet all the requirements of the women’s contracting program
- Be owned and controlled by one or more women, each with a personal net worth less than $750,000
- Be owned and controlled by one or more women, each with $350,000 or less in adjusted gross income averaged over the previous three years
- Be owned and controlled by one or more women, each $6 million or less in personal assets

Before firms can compete for WOSB Federal Contracting Program set-aside contracts, they must apply for certification through the new process on beta.certify.sba.gov or go through an approved Third Party Certification (TPC). Both methods will require that firms use the beta.certify.sba.gov website.

There are four organizations approved by SBA to provide third-party certification. Contact them to find out about their certification process and any associated costs. They are:

- El Paso Hispanic Chamber of Commerce
- National Women Business Owners Corporation
- U.S. Women’s Chamber of Commerce
- Women’s Business Enterprise National Council

Firms will need to provide proof of their third-party certification through beta.certify.sba.gov for initial processing.

Source: Small Business Administration (SBA) Website - https://www.sba.gov/wosbready
NEW CONTRACTING DOLLAR THRESHOLDS FOR SMALL BUSINESSES

New contracting dollar thresholds were released in the FAR due to inflation and are effective as of October 1, 2020. The revised FAR thresholds apply immediately regardless of when SBA issues its direct final rule. With that being said, a direct final rule will likely be issued in the coming weeks which will revise regulations to match. WOSB sole source thresholds were also increased to the amounts below and an update to the regulation will follow as well.

Please note the following increases:

- Sole-source thresholds in the 8(a) program to $7.5 million for manufacturing contracts and $4.5 million for all other contracts (previously $7 million and $4 million, respectively);
- Threshold for subcontracting plans to $750,000 (previously $700,000) on contracts other than construction. The threshold for construction contracts remains $1.5 million;
- Threshold to require a justification for a sole-source 8(a) award to $25 million (previously $22 million). Note that DoD applies a $100 million threshold for these justifications;
- Sole-source thresholds in the HUBZone program to $7.5 million for manufacturing contracts and $4.5 million for all other contracts (previously $7 million and $4 million, respectively);
- Sole-source threshold in the SDVOSB program to $7 million for manufacturing contracts (previously $6.5 million). The sole-source threshold for SDVOSB awards for all other contracts remains at $4 million;
- WOSB thresholds were also increased to $7M and $4.5M (Previously $6.5M/$4M in WOSB’s new rule, which is effective 10/15).

Source: https://www.acquisition.gov/far/part-19
## SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

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<tr>
<th>Notice ID</th>
<th>NAICS</th>
<th>Announcement</th>
<th>RFI Published</th>
<th>Response Date</th>
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<td>CS-2019-0002</td>
<td>541715</td>
<td>MDA TEAMS Next Request for Information</td>
<td>12/23/2019</td>
<td>ongoing</td>
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<td>MDA19GMRF102</td>
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<td>Ground-Based Midcourse Defense (GMD) Futures RFI</td>
<td>9/17/2019</td>
<td>10/15/2019</td>
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## BROAD AGENCY ANNOUNCEMENTS (BAA)

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<tr>
<th>Solicitation</th>
<th>NAICS</th>
<th>Solicitation Name</th>
<th>Published Date</th>
<th>Response Date</th>
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Engineering Portfolio

**Specialized Engineering Analyses ~145 FTE**
- Threat
- Lethality
- Flight & Ground Test Analysis/Integration
- Risk/Knowledge Points
- International Program Engineering
- Cyber Engineering

**IT/Cyber Portfolio**

**Cyber Compliance & Risk Management ~70 FTE**
- Cyber Controls Validation Testing (WOSB)
- Software IV&V
- Cyber Range OT&E
- Cyber Risk Assessment
- Cyber Training

**IT & Cybersecurity Management ~145 FTE**
- IT Architecture
- IT Planning
- IT Networks/Systems Services
- Information Management
- Enterprise Operations
- Integrated Communications
- Information Assurance Workforce Mgt
- Cyber Planning/Integration
- Network Defense

**Test & Warfighter Portfolio**

**Warfighter ~95 FTE**
- Warfighter Integration
- Watch Officer Support

**Test Support ~295 FTE**
- Flight Test
- Ground Test
- Wargames & Exercises
- Test Provisioning
- Test Infrastructure Support

MDA encourages teaming arrangements to meet these consolidated requirements set-aside for competition among small businesses. **Set-asides require prime contractors to comply with DOD Class Deviation 2019-O0003 to Federal Acquisition Regulation (FAR) Clause 52.219-14, Limitations on Subcontracting for small businesses.** DOD contracting officers are required to use the Class Deviation instead of the existing clause at FAR 52.219-14 when issuing solicitations and awarding contracts or task or delivery orders under Far Part 19 to small business concerns.

"Similarly situated entity," as used in this clause, means a first-tier subcontractor, including an independent contractor, that has the same small business program status as that which qualified the prime contractor for the award; and is considered small for the NAICS code the prime contractor assigned to the subcontract the subcontractor will perform.

Calculation of the amount that can be subcontracted:

In the case of contracts for services (except construction), a small business shall not pay more than 50 percent of the amount paid to it by the Government to firms that are not similarly situated.

**Professional Services Portfolio**

**Program Planning & Acquisition ~345 FTE**
- Acquisition Planning/Policy/Analysis
- Baseline Support
- Program Support
- Scheduling
- Strategic Planning/War Room/Executive Advisory Support
- MDA Boards
- International Affairs/Policy/Strategy

**Facilities, Logistics, Environmental ~195 FTE**
- Facilities Planning/Policy/Operations
- BMDS Logistics/Analysis
- Environmental Management

Please Note: This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. **This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs**
MDA encourages teaming arrangements to meet these consolidated requirements. Prime contractors are required to provide maximum practicable opportunities for small business concerns to participate in efficient performance of these contracts, as specified in Federal Acquisition Regulation (FAR) Clause 52.219-8.

Please Note: This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. **This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs**
For the most up-to-date information on TEAMS-Next please visit [beta.SAM.gov](http://beta.SAM.gov)

### TEAMS-Next Awards

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<th>NAICS</th>
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<td>HQ0858-20-C-0008</td>
<td>541611</td>
<td>MDA TEAMS Contracting, Compliance, Cost/Price Operations (C3PO)</td>
<td>Kepler Research, Inc.</td>
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<td>HQ0858-21-C-0010</td>
<td>541715</td>
<td>TEAMS - Next Quality and Mission Assurance (QMA)</td>
<td>AI Solutions, Inc.</td>
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MISSILE DEFENSE AGENCY
SBIR/STTR PROGRAM CONFERENCE

APRIL 28-29, 2021
LOCATION: TBD

INNOVATORS OF MISSILE DEFENSE:
SEA, LAND, AIR, AND SPACE

Please direct any questions regarding this event to [sbirsttr@mda.mil](mailto:sbirsttr@mda.mil)
<table>
<thead>
<tr>
<th>Solicitation</th>
<th>Contract Number</th>
<th>Solicitation Name</th>
<th>Awarded</th>
<th>New Period of Performance</th>
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<tr>
<td>HQ0147-15-R-0007</td>
<td>HQ0147-16-C-0013</td>
<td>SBSA - Quality and Mission Assurance</td>
<td>a.i. solutions Inc.</td>
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<td>HQ0147-15-R-0008</td>
<td>HQ0147-16-C-0015</td>
<td>SBSA - Safety</td>
<td>A-P-T Research Inc.</td>
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<td>HQ0147-15-R-0011</td>
<td>HQ0147-16-C-0030</td>
<td>F&amp;O - Warfighter Integration</td>
<td>Parsons Government Services Inc.</td>
<td>3/31/2016 – 8/15/2021</td>
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<td>HQ0147-15-R-00014</td>
<td>HQ0147-16-C-0024</td>
<td>SBSA - Environmental Management</td>
<td>Mabbert &amp; Associates Inc.</td>
<td>6/8/2016 – 1/7/2022</td>
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<td>HQ0147-15-R-0027</td>
<td>HQ0147-16-C-0034</td>
<td>SBSA - Test Exercise, and Wargames</td>
<td>Millennium Engineering and Integration</td>
<td>6/22/2016 – 10/21/2021</td>
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<td>HQ0147-15-R-0009</td>
<td>HQ0147-16-C-0037</td>
<td>F&amp;O - Security Programs</td>
<td>Booz Allen Hamilton</td>
<td>5/31/2016 – 4/30/2022</td>
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<td>HQ0147-15-R-0021</td>
<td>HQ0147-16-C-0041</td>
<td>SBSA - Logistics</td>
<td>Venturi Inc.</td>
<td>7/8/2016 – 1/7/2022</td>
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<td>HQ0147-15-R-0013</td>
<td>HQ0147-16-C-0047</td>
<td>SBSA - Acquisition</td>
<td>BCF Solutions, Inc.</td>
<td>7/19/2016 – 2/18/2022</td>
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<td>HQ0147-16-R-0003</td>
<td>HQ0147-16-C-0042</td>
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<td>HQ0147-16-R-0014</td>
<td>HQ0147-16-C-0057</td>
<td>SDVOSB - Strategic Planning</td>
<td>Strategic Alliance Business Group</td>
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<td>HQ0147-17-C-0028</td>
<td>F&amp;O - BMD Systems Engineering (including M&amp;S)</td>
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<td>HQ0147-17-R-0001</td>
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<td>HQ0147-16-R-0008</td>
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<td>HQ0147-15-R-0017</td>
<td>HQ0147-18-C-0004</td>
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<td>HQ0147-16-R-0002</td>
<td>HQ0147-18-C-0001</td>
<td>SBSA - Predictive BMDS Engineering</td>
<td>Torch Technologies</td>
<td>10/19/2017</td>
</tr>
<tr>
<td>HQ0147-16-R-0018</td>
<td>HQ0147-18-C-0003</td>
<td>SBSA - Specialty Engineering (Directed Energy, Space, and CCTO)</td>
<td>Modern Technology Solutions, Inc.</td>
<td>10/30/2017</td>
</tr>
<tr>
<td>HQ0147-16-R-0016</td>
<td>HQ0147-18-C-0023</td>
<td>SBSA - International Engineering</td>
<td>PeopleTec, Inc.</td>
<td>8/28/2018</td>
</tr>
<tr>
<td>HQ0147-16-R-0005</td>
<td>HQ0147-18-C-0012</td>
<td>SBSA - Cybersecurity Compliance and Risk Management</td>
<td>Decisive Analytics Corporation</td>
<td>1/26/2018</td>
</tr>
<tr>
<td>HQ0147-17-R-0019</td>
<td>HQ0147-18-C-7121</td>
<td>8(a) – Public Affairs Support</td>
<td>Digitalspec, LLC</td>
<td>2/14/2018</td>
</tr>
<tr>
<td>HQ0147-17-R-0017</td>
<td>HQ0147-18-C-0020</td>
<td>F&amp;O - Agency Advisory &amp; Analytical Support</td>
<td>MacAulay-Brown Inc. (MacB)</td>
<td>4/18/2018</td>
</tr>
<tr>
<td>HQ0147-18-R-0004</td>
<td>HQ0796-18-C-0002</td>
<td>SBSA – Information Technology Management and Analysis</td>
<td>Five Stones Research Corporation</td>
<td>8/8/2018</td>
</tr>
<tr>
<td>HQ0147-16-R-0055</td>
<td>HQ0147-16-C-0025</td>
<td>SBSA – Business Operations</td>
<td>Veterans Technology</td>
<td>7/20/2018</td>
</tr>
<tr>
<td>HQ0147-18-R-0006</td>
<td>HQ0147-18-C-0038</td>
<td>SBSA – Human Resources</td>
<td>LSINC Corporation</td>
<td>9/17/2018</td>
</tr>
<tr>
<td>HQ0147-17-R-0018</td>
<td>HQ0147-18-C-0041</td>
<td>WOSB - Protocol Support</td>
<td>L.C. Wright, Inc.</td>
<td>9/20/2018</td>
</tr>
</tbody>
</table>

All information valid as of 30 September 2020
## MDA Top Large Business Contractors

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>OBLIGATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raytheon Company</td>
<td>$6,019,703,609.61</td>
</tr>
<tr>
<td>Lockheed Martin Corporation</td>
<td>$2,971,554,564.21</td>
</tr>
<tr>
<td>Boeing Company, The</td>
<td>$1,046,406,528.81</td>
</tr>
<tr>
<td>Jacobs Technology Inc.</td>
<td>$360,540,569.38</td>
</tr>
<tr>
<td>Parsons Government Services Inc.</td>
<td>$275,822,441.91</td>
</tr>
<tr>
<td>Orbital Sciences Corporation</td>
<td>$234,598,757.19</td>
</tr>
<tr>
<td>Northrop Grumman Systems Corporation</td>
<td>$149,895,689.48</td>
</tr>
<tr>
<td>Aerojet Rocketdyne Coleman Aerospace, Inc.</td>
<td>$144,210,153.14</td>
</tr>
<tr>
<td>L-3 Communications Integrated Systems L.P.</td>
<td>$64,717,198.62</td>
</tr>
<tr>
<td>General Atomics</td>
<td>$59,823,990.37</td>
</tr>
</tbody>
</table>

## MDA Top Small Business Contractors

| COMPANY                                                        | OBLIGATED          |
|                                                              |                    |
| Millennium Engineering and Integration Co.                    | $50,873,930.11     |
| Modern Technology Solutions, Inc.                             | $40,279,957.24     |
| Analytical Services, Inc.                                     | $38,600,913.47     |
| Network Management Resources, Inc.                           | $37,309,416.78     |
| BCF Solutions, Inc.                                           | $34,378,089.75     |
| Veterans Technology                                           | $31,835,913.42     |
| Venturi, Inc.                                                 | $25,441,088.70     |
| AI Solutions, Inc.                                            | $23,504,402.81     |
| Torch Technologies Inc.                                       | $21,863,860.31     |
| Strategic Alliance Business Group LLC                         | $21,474,305.18     |
Effective October 1, 2020 the Missile Defense Agency (MDA) Office of Small Business Programs (OSBP) Electronic Small Business Information Exchange (eSBIE) was decommissioned.

We are working on a new and improved Customer Relationship Management (CRM) system expanding our outreach program to manage and communicate more effectively and efficiently with Small Businesses. All Small Business information in eSBIE will be migrated to the new system.

If you have any questions, you may contact us by sending an email to outreach@mda.mil.
The Missile Defense Agency’s
LARGE PRIME CONTRACTORS

System Integrators

Mark Clem
GMD
Mark.A.Clem@Boeing.com

Terence Stanton
PAC-3, ABMD
Terence.Stanton@Boeing.com

Kristin Collins
Space Satellite Systems
Kristin.Collins@NGC.com

Gina Gastelum
Propulsion
Georgina.Gastelum@Rocket.com

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Targets
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Lisa.E.Baumann@LMCO.com

Kim Luker
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Kim.Luker@LMCO.com

Gary Harrer
LRDR
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Paul Pfahler
C2BMC
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Charles Harwood
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Charles.R.Harwood@Raytheon.com

Joanne N. Arvizu
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JNarvizu@Raytheon.com

Jay Mortimer
Radar
JayMortimer@Raytheon.com

James O. Hanlan
Integrated Defense Systems
James.O.Hanlan@Raytheon.com

Advisory and Assistance Services (A&AS)

Gwen Johnson
Gwen.Johnson@Parsons.com

Kathy DeWeese
KDeWeese@AlionScience.com

Booz | Allen | Hamilton
Small Business Compliance
SmallBusinessCompliance@BAH.com

Jason Bryant
Jason.L.Bryant@SAIC.com
### LARGE PRIME CONTRACTORS NAICS & CAPABILITY AREAS OF INTEREST

<table>
<thead>
<tr>
<th>Company</th>
<th>Required Capabilities</th>
<th>Preferred NAICS codes</th>
<th>Do not need</th>
</tr>
</thead>
<tbody>
<tr>
<td>Booz Allen Hamilton</td>
<td>Cyber, Digital Solutions, Analytics, Engineering, Hypersonic Technology</td>
<td>541511, 541512, 541330, 541519, 541590</td>
<td>Staff Augmentation Companies</td>
</tr>
<tr>
<td>L3Harris</td>
<td>Machining, Aircraft Equipment/Repair, Communications Equipment, Electronic Components</td>
<td>332322, 334511, 336412, 334419, 336411, 336412, 336413, 334220</td>
<td></td>
</tr>
<tr>
<td>Lockheed Martin</td>
<td></td>
<td>3345</td>
<td>11, 335911, 335912, 333314, 336413, and 335921</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Do not need</td>
<td>IT, Project Management, Staffing, Training or Logistics</td>
</tr>
<tr>
<td>Parsons</td>
<td>Engineering Services to include: Construction, Construction Management, Systems Engineering, Software Engineering, Facilities Support Services, Security Systems, Computer Services</td>
<td>236220, 541330, 541512, 541715, 561210, 561621</td>
<td></td>
</tr>
<tr>
<td>SAIC</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>517911 - Telecommunications Resellers</td>
<td>541614 - Process, Physical Distribution, and Logistics Consulting Services</td>
<td></td>
</tr>
<tr>
<td></td>
<td>336611 - Ship Building and Repairing</td>
<td>561621 - Security Systems Services (except Locksmiths)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>336992 - Military Armored Vehicle, Tank, and Tank Component Manufacturing</td>
<td>541930 - Translation and Interpretation Services</td>
<td></td>
</tr>
<tr>
<td></td>
<td>811111 - General Automotive Repair</td>
<td>811213 - Communication Equipment Repair and Maintenance</td>
<td></td>
</tr>
<tr>
<td></td>
<td>512191 - Teleproduction and Other Postproduction Services</td>
<td>611519 - Other Technical and Trade Schools</td>
<td></td>
</tr>
<tr>
<td></td>
<td>518210 - Data Processing, Hosting, and Related Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>541820 - Public Relations Agencies</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>334516 - Analytical Laboratory Instrument Manufacturing</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>541620 - Environmental Consulting Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>621330 - Offices of Mental Health Practitioners (except Physicians)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aerojet</td>
<td>AS9100 Certified, ITAR Registered, Cyber Security Compliant NIST 800-171</td>
<td>334418, 333999, 336412, 332996, 332912, 332710, 332999, 336415</td>
<td>PCB Assembly, Bellows, Pipe Manufacturer, Valve and Hose Fitting Manufacturer, Precision Machining – Turnkey and Large Tooling, Sheet Metal Mfg., Propulsion / Engine Parts Manufacturer</td>
</tr>
</tbody>
</table>
MDA PRIMES

Jacobs
Raytheon Company
Boeing
Lockheed Martin
Aerojet / Rocketdyne
L-3 Communications
Northrop Grumman
Parsons
Booz Allen Hamilton
Alion
SAIC
Teledyne Brown

Brought to you by:

MDA Small Business Advocacy Council (SBAC)

CONNECTING WITH
THE MISSILE DEFENSE AGENCY
PRIMES

TUESDAY DECEMBER 1, 2020

PROGRAM
9:30 – 10:45 CENTRAL
MDA Office of Small Business
MDA Acquisitions Update
SBA Subcontracting Update

CONNECTIONS
11:00 am – 3:30 CENTRAL Time
Small Businesses come prepared with your
Company’s Capabilities Statement and a
Two-minute verbal presentation.
More details coming soon!

The Missile Defense Agency (MDA) Small Business Advocacy Council (SBAC) is dedicated to fostering and showcasing a superior collaborative environment for Missile Defense Prime Contractors that develop and promote successful small business relationships to achieve common goals. Further, the MDA SBAC seeks to strengthen the alliance with the MDA and large prime contractors to support the agency’s missions and small business goals.

To register for this event, please visit:
https://catalystcenter.ecenterdirect.com/events/971367

For more information contact:
Leigh.Christian@catalystcenter.org
256-428-8190
Meet Our Staff

Ms. Joy Smith  
Acting Director

Mr. Jerrol Sullivan  
Deputy Director

Ms. Laura K. Anderson  
Specialty Programs Manager

Mr. Kelvin Carr  
Subcontracting Program Manager

Ms. Jayne C. Gold  
Outreach Program Manager

Ms. Pam Parker  
Small Business Professional/Mentor-Protégé

Ms. Cheryl Michael  
Acquisition Analyst, BCF Solutions

Ms. Jessica Middleton  
Administrative Assistant, Offset Strategic Solutions

Ms. Toni Watkins  
Acquisition Analyst, BCF Solutions
OSBP Staff

Joy Smith, Acting Director
Jerrol Sullivan, Deputy Director
Kelvin Carr, Subcontracting Program Manager
Laura Anderson, Specialty Programs Manager
Pam Parker, Small Business Professional/Mentor-Protégé
Jayne C. Gold, Outreach Program Manager
Cheryl Michael, Acquisition Analyst - BCF Solutions
Toni Watkins, Acquisition Analyst - BCF Solutions
Jessica Middleton, Administrative Assistant - Offset Strategic Solutions

OSBP Main Office Numbers
P: (256) 450-2872
F: (256) 450-2506

OSBP Main Office Mailing Address
ATTN: MDA/SB
Building 5224, Martin Road
Redstone Arsenal, AL 35898

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

Beta.SAM.gov
https://beta.SAM.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

FY 2021 Q1 Calendar of Events

OCTOBER
13 - 16
AUSA, Army Office of Small Business Programs Matchmaking, Virtual
https://meetings.ausa.org/annual/

14 - 15
30th Anniversary Government Procurement Conference and Matchmaking, Virtual
https://www.fbcinc.com/e/procurement/

NOVEMBER
18 - 19
UAH SBDC & PTAC 12th Annual Matchmaker

DECEMBER
1
Connecting with the Missile Defense Primes, Virtual
catalystcenter.org/events
TODAY’S LAYERED MISSILE DEFENSE SYSTEM

C2BMC Command and Control, Battle Management, and Communications

The Command and Control, Battle Management, and Communications (C2BMC) program is the hub of the layered Missile Defense System. It is a vital operational system that enables the President, Secretary of Defense and Combatant Commanders all strategic, regional and operational levels to systematically plan 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  USINDOPACOM  USEUCOM  USCENTCOM

ASCENT/MIDCOURSE Defense Segment

BOOST Defense Segment

THE SYSTEM OF ELEMENTS

SENSORS

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

SATELLITE SURVEILLANCE同時実装
UPGRADED EARLY WARNING RADARS
FORWARD-BASED RADARS
AEGIS BMD SPY RADARS
DISCRIMINATING RADARS

SM-3 1A Standard Missile
SM-3 IA/IB Standard Missile
THAAD Terminal High Altitude Ane Defense
SM-6 Standard Missile
AEGIS SHIP & ASHORE Geostatic Missile Defense
AEGIS Road Mobile Defense

GMD Ground-Based Interceptor

PAC-3 Patriot Advanced Capability

MISSILE DEFENSE AGENCY
DEPARTMENT OF DEFENSE