

MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS



Quarterly Newsletter | October 2020

Volume 23 | Issue 1



MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

IN THIS ISSUE

- 3 Message from the Small Business Acting Director
- 4 Outreach Program; Indian Incentive Program
- 6 Mentor-Protégé Program
- 8 THAAD Product Support Contract (TPSC); SBA ISR/SSR Deadlines
- 9 SBA Ruling on WOSB Certification Requirements
- 10 New Contracting Thresholds for Small Businesses
- 11 Current and Upcoming MDA Requirements
- 12 TEAMS-Next
- 14 TEAMS-Next Awards; MDA SBIR/STTR Program Conference
- 15 TEAMS Incumbents
- 16 Top Ten Reports
- 18 MDA Large Prime Contractors
- 20 Connecting with the Primes Event
- 21 Meet our Staff
- 22 FY21 Q1 Calendar of Events
- 23 Today's Layered Missile Defense System

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

Message from the **Small Business Acting Director**



Ms. Joy Smith, Acting Director

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.



OFFICE OF SMALL BUSINESS PROGRAMS

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 IIP

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.

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

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).

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



CHECKLIST

For Doing Business with MDA

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.

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.
9. Search for MDA procurement opportunities via our Acquisition Center at www.mda.mil.
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



MISSILE DEFENSE AGENCY

Mentor-Protégé Program

About the PROGRAM

Mentor's Eligibility

To be eligible to participate as a mentor, an entity must —

- Be eligible for the award of Federal contracts;
- Demonstrate that it—(i) is qualified to provide assistance that will contribute to the purpose of the Program; (ii) Is of good financial health and character; and (iii) Is not on a Federal list of debarred or suspended contractors;

BACKGROUND

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

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

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

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-protege-program/>

DOD ANNOUNCES:

THAAD Product Support Contract (TPSC) Competitive Small Business Set-Aside

awarded to ITC Defense Corporation

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.

SMALL BUSINESS ADMINISTRATION ANNOUNCES NEW ISR/SSR DEADLINES

As a result of the ongoing Presidential declared National Emergency, 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



SBA Ruling on WOSB Certification Requirements **ARE YOU READY?**

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>



CURRENT AND UPCOMING MDA REQUIREMENTS



SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

Notice ID	NAICS	Announcement	RFI Published	Response Date
CS-2019-0002	541715	MDA TEAMS Next Request for Information	12/23/2019	ongoing
MDA19GMRF102	541715	Ground-Based Midcourse Defense (GMD) Futures RFI	9/17/2019	10/15/2019

BROAD AGENCY ANNOUNCEMENTS (BAA)

Solicitation	NAICS	Solicitation Name	Published Date	Response Date
HQ0147-19-S-0001	541715	Missile Defense Science and Technology Advanced Research (MSTAR) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology	11/25/2019	4/2/2021
HQ0147-19-S-0002	541715	Advanced Technology Innovation Broad Agency Announcement (BAA) for the Missile Defense Agency Advanced Technology	11/25/2019	4/1/2021

TEAMS-Next

SMALL BUSINESS SET-ASIDE

Engineering Portfolio

Specialized Engineering Analyses ~145 FTE

- Threat
- Lethality
- Flight & Ground Test Analysis/Integration
- Risk/Knowledge Points
- International Program Engineering
- Cyber Engineering

NAICS	SIZE
541715	1,250

IT/Cyber Portfolio

Cyber Compliance & Risk Management ~70 FTE

- Cyber Controls Validation Testing
- Software IV&V
- Cyber Range OT&E
- Cyber Risk Assessment
- Cyber Training

WOSB

NAICS	SIZE
541519	\$30M

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

NAICS	SIZE
541519	\$30M

Test & Warfighter Portfolio

Warfighter ~95 FTE

- Warfighter Integration
- Watch Officer Support

SDVO SB

NAICS	SIZE
541330	\$41.5M

Test Support ~295 FTE

- Flight Test
- Ground Test
- Wargames & Exercises
- Test Provisioning
- Test Infrastructure Support

NAICS	SIZE
541715	1,250

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

SDVO SB

NAICS	SIZE
541330	\$41.5M

Facilities, Logistics, Environmental ~195 FTE

- Facilities Planning/Policy/Operations
- BMDS Logistics/Analysis
- Environmental Management

SDVO SB

NAICS	SIZE
541330	\$38.5M

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****

Professional Services Portfolio (cont'd)

Quality & Mission Assurance ~145 FTE

- QA Policy/Planning/Execution
- QA Risk Management
- QA Test Support
- Corrective Action Support

NAICS	SIZE
541715	1,250

Safety ~70 FTE

- Safety Support (at all levels)
- Safety Policy/Planning

NAICS	SIZE
541715	1,250

Agency Operations ~320 FTE

- Financial Management
- Cost Estimating
- EVM
- Accounting
- Financial Systems Support
- Human Resources Operations
- Training/Curriculum Dev

NAICS	SIZE
541330	\$41.5M

Contracting, Compliance, Cost/ Price, and Operations (C3PO) ~50 FTE

- Contracts Admin/Policy/Pricing
- Source Selection Advisory
- Contracting Operations
- Acquisition Operations
- Small Business Office Support

NAICS	SIZE
541611	\$16.5M

Administrative Portfolio

Administration ~270 FTE
WOSB

- Administrative Support
- Executive Support
- Staff Action Support
- Protocol

NAICS	SIZE
541611	\$16.5M

Public Affairs 8(a) Direct Award <10 FTE

- Open Source Media Compilation/Analysis
- Communication Products
- Security and Policy Review

NAICS	SIZE
541611	\$16.5M

LEGEND

SB Set-Aside

F&O

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****

FULL AND OPEN COMPETITION

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

Engineering Portfolio

BMDS Engineering ~1,020 FTE

- Systems Engineering/Analysis (all levels)
- Modeling and Simulation (all levels)
- Element/Component Design, Dev, Integration
- Architecture
- Requirements Generation
- C3BM
- Directed Energy
- Risk Management

NAICS	SIZE
541715	1,250

Advisory, Agency, Analytical Support (A3) ~70 FTE

- On-demand executive-level advisory support

NAICS	SIZE
541330	\$41.5M

Intelligence ~29 FTE

- Intelligence Operations
- Counter-Insider Threat

NAICS	SIZE
541690	\$16.5M

Security/Counterintelligence ~122 FTE

- Counterintelligence
- Security Program Execution
- Information Security
- Special & Personnel Security
- Declassification

NAICS	SIZE
541690	\$16.5M

Professional Services Portfolio

Facilities Life-cycle Mgt ~95 FTE

- Infrastructure Planning/Policy
- Asset Management
- Facilities Design/Acquisition/Construction Support
- Site Activation/Deployment

NAICS	SIZE
541330	\$41.5M

TEAMS-Next Awards

Award Number	NAICS	Announcement	Company
HQ0858-20-C-0008	541611	MDA TEAMS Contracting, Compliance, Cost/ Price Operations (C3PO)	Kepler Research, Inc.
HQ0858-21-C-0010	541715	TEAMS - Next Quality and Mission Assurance (QMA)	AI Solutions, Inc.

For the most up-to-date information on TEAMS-Next please visit beta.SAM.gov

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



TEAMS

TECHNICAL, ENGINEERING, ADVISORY & MANAGEMENT SUPPORT

Solicitation	Contract Number	Solicitation Name	Awarded		New Period of Performance
HQ0147-15-R-0007	HQ0147-16-C-0013	SBSA - Quality and Mission Assurance	a.i. solutions Inc.	12/9/2015	N/A
HQ0147-15-R-0008	HQ0147-16-C-0015	SBSA - Safety	A-P-T Research Inc.	1/5/2016	N/A
HQ0147-15-R-0011	HQ0147-16-C-0030	F&O - Warfighter Integration	Parsons Government Services Inc.	3/31/2016	6/16/2016 – 8/15/2021
HQ0147-15-R-0014	HQ0147-16-C-0024	SBSA - Environmental Management	Mabbett & Associates Inc.	4/22/2016	6/8/2016 – 1/7/2022
HQ0147-15-R-0027	HQ0147-16-C-0034	SBSA - Test Exercise, and Wargames	Millennium Engineering and Integration	4/29/2016	6/22/2016 – 10/21/2021
HQ0147-15-R-0032	HQ0147-16-C-0033	SDVOSB - Office Administration	Yorktown Systems Group, Inc.	5/3/2016	5/24/2016 – 1/23/2022
HQ0147-15-R-0012	HQ0147-16-C-0036	F&O - Counterintelligence	ManTech Advanced Systems International, Inc.	5/10/2016	6/22/2016 – 5/21/2022
HQ0147-15-R-0009	HQ0147-16-C-0037	F&O - Security Programs	Booz Allen Hamilton	5/10/2016	5/31/2016 – 4/30/2022
HQ0147-15-R-0016	HQ0147-16-C-0038	F&O - Intelligence Program	Booz Allen Hamilton	5/19/2016	5/27/2016 – 7/26/2021
HQ0147-15-R-0022	HQ0147-16-C-0040	SBSA - Cybersecurity Engineering	nou Systems, Inc.	5/26/2016	6/8/2016 – 6/7/2022
HQ0147-15-R-0021	HQ0147-16-C-0041	SBSA - Logistics	Venturi Inc.	6/13/2016	7/8/2016 – 1/7/2022
HQ0147-15-R-0013	HQ0147-16-C-0047	SBSA - Acquisition	BCF Solutions, Inc.	6/17/2016	7/19/2016 – 2/18/2022
HQ0147-16-R-0003	HQ0147-16-C-0042	F&O - Weapons and Missile Engineering	Parsons Government Services Inc.	6/30/2016	N/A
HQ0147-16-R-0014	HQ0147-16-C-0057	SDVOSB - Strategic Planning	Strategic Alliance Business Group	7/7/2016	11/14/2016 – 5/13/2022
HQ0147-16-R-0004	HQ0147-16-C-0070	F&O - C3BM Engineering	Parsons Government Services Inc.	8/3/2016	N/A
HQ0147-16-R-0011	HQ0147-16-C-0077	SBSA - Test Provisioning	Torch Technologies	9/22/2016	N/A
HQ0147-15-R-0024	HQ0147-17-C-0007	SBSA - International Affairs	Allied Associates International, Inc.	11/8/2016	12/15/2016 – 2/14/2022
HQ0147-16-R-0009	HQ0147-17-C-0028	F&O - BMD Systems Engineering (including M&S)	Parsons Government Services Inc.	3/23/2017	N/A
HQ0147-17-R-0001	HQ0147-17-C-0034	F&O - Facilities Life Cycle Management	Parsons Government Services Inc.	5/23/2017	N/A
HQ0147-16-R-0008	HQ0147-17-R-0055	F&O - BMDS CSM/CND	Booz Allen Hamilton	8/15/2017	N/A
HQ0147-15-R-0017	HQ0147-18-C-0004	SDVOSB - Facilities, Logistics and Space Management	Strategic Alliance Business Group	10/4/2017	N/A
HQ0147-16-R-0002	HQ0147-18-C-0001	SBSA - Predictive BMDS Engineering	Torch Technologies	10/19/2017	N/A
HQ0147-16-R-0018	HQ0147-18-C-0003	SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	Modern Technology Solutions, Inc.	10/30/2017	N/A
HQ0147-16-R-0016	HQ0147-18-C-0023	SBSA - International Engineering	PeopleTec, Inc.	8/28/2018	N/A
HQ0147-16-R-0005	HQ0147-18-C-0012	SBSA - Cybersecurity Compliance and Risk Management	Decisive Analytics Corporation	1/26/2018	N/A
HQ0147-17-R-0019	HQ0147-18-C-7121	8(a) – Public Affairs Support	DigitalSpec, LLC	2/14/2018	N/A
HQ0147-17-R-0017	HQ0147-18-C-0020	F&O - Agency Advisory & Analytical Support	MacAulay-Brown Inc. (MacB)	4/18/2018	N/A
HQ0147-18-R-0004	HQ0796-18-C-0002	SBSA – Information Technology Management and Analysis	Five Stones Research Corporation	8/8/2018	N/A
HQ0147-16-R-0055	HQ0147-16-C-0025	SBSA – Business Operations	Veterans Technology	7/20/2018	N/A
HQ0147-18-R-0006	HQ0147-18-C-0038	SBSA – Human Resources	LSINC Corporation	9/17/2018	N/A
HQ0147-17-R-0018	HQ0147-18-C-0041	WOSB- Protocol Support	L.C. Wright, Inc.	9/20/2018	N/A

All information valid as of 30 September 2020

TOP TEN REPORTS

Fiscal Year 2020

Source: FPDS-NG, 10/1/20

MDA Top Large Business Contractors

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

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

TOP TEN REPORTS

Fiscal Year 2020

Source: FPDS-NG, 10/1/20

MDA Top NAICS Codes		
CODE	DESCRIPTION	OBLIGATED
541715	Research and Development in the Physical, Engineering, and Life Sciences	\$215,551,176.15
541330	Engineering Services	\$125,231,861.96
541712	Research and Development in the Physical, Engineering, and Life Sciences	\$104,639,991.59
541611	Administrative Management and General Management Consulting Services	\$70,190,646.15
541513	Computer Facilities Management Services	\$38,830,183.70
541519	Other Computer Related Services	\$34,048,269.61
541614	Process, Physical Distribution and Logistics Consulting Services	\$24,163,483.44
541511	Custom Computer Programming Services	\$18,430,113.39
561612	Security Guards and Patrol Services	\$11,734,831.94
541690	Other Scientific and Technical Consulting Services	\$6,167,671.11

ELECTRONIC SMALL BUSINESS INFORMATION EXCHANGE (eSBIE)

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

Cristian Zuluaga
Targets
Cristian.Zuluaga@Rocket.com



Thosie Varga
Thosie.Varga@L3Harris.com



Laura Case
Targets/THAAD
Laura.Case@LMCO.com

Lisa Baumann
THAAD
Lisa.E.Baumann@LMCO.com

Kim Luker
Aegis BMD
Kim.Luker@LMCO.com

Gary Harrer
LRDR
Gary.Harrer@LMCO.com

Paul Pfahler
C2BMC
Paul.R.Pfahler@LMCO.com



Charles Harwood
Engineering Services
Charles.R.Harwood@Raytheon.com

Joanne N. Arvizu
SM3
JNarvizu@Raytheon.com

Jay Mortimer
Radars
JayMortimer@Raytheon.com

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



Darin Williams
IRES
Darin.Williams@Jacobs.com

Advisory and Assistance Services (A&AS)



Gwen Johnson
Gwen.Johnson@Parsons.com



Kathy DeWeese
KDeWeese@AlionScience.com



Small Business Compliance
SmallBusinessCompliance@BAH.com



Jason Bryant
Jason.L.Bryant@SAIC.com

LARGE PRIME CONTRACTORS NAICS & CAPABILITY AREAS OF INTEREST

Booz Allen Hamilton

Required Capabilities: Cyber, Digital Solutions, Analytics, Engineering, Hypersonic Technology

Preferred NAICS codes: 541511, 541512, 541330, 541519, 541590

Do not need: Staff Augmentation Companies

L3Harris

Required Capabilities: Machining, Aircraft Equipment/Repair, Communications Equipment, Electronic Components

Preferred NAICS codes: 332322, 334511, 336412, 334419, 336411, 336412, 336413, 334220

Lockheed Martin

Preferred NAICS codes: 3345

Do not need: 11, 335911, 335912, 333314, 336413, and 335921

Do not need: IT, Project Management, Staffing, Training or Logistics

Parsons

Required Capabilities: Engineering Services to include: Construction, Construction Management, Systems Engineering, Software Engineering, Facilities Support Services, Security Systems, Computer Services

Preferred NAICS codes: 236220, 541330, 541512, 541715, 561210, 561621

SAIC

Preferred NAICS codes:

517911 - Telecommunications Resellers

541614 - Process, Physical Distribution, and Logistics Consulting Services

336611 - Ship Building and Repairing

561621 - Security Systems Services (except Locksmiths)

336992 - Military Armored Vehicle, Tank, and Tank Component Manufacturing

541930 - Translation and Interpretation Services

811111 - General Automotive Repair

541310 - Architectural Services

512191 - Teleproduction and Other Postproduction Services

811213 - Communication Equipment Repair and Maintenance

611519 - Other Technical and Trade Schools

336411 - Aircraft Manufacturing

334220 - Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing

518210 - Data Processing, Hosting, and Related Services

541820 - Public Relations Agencies

334516 - Analytical Laboratory Instrument Manufacturing

541620 - Environmental Consulting Services

621330 - Offices of Mental Health Practitioners (except Physicians)

Aerojet

Required Capabilities: AS9100 Certified, ITAR Registered, Cyber Security Compliant NIST 800-171

Preferred NAICS codes: 334418, 333999, 336412, 332996, 332912, 332710, 332999, 336415

PCB Assembly, Bellows, Pipe Manufacturer, Valve and Hose Fitting Manufacturer, Precision Machining – Turnkey and Large Tooling, Sheet Metal Mfg., Propulsion / Engine Parts Manufacturer



CONNECTING WITH

THE MISSILE DEFENSE AGENCY

PRIMES

TUESDAY DECEMBER 1, 2020

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)**



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*

Jerrold 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

www.mda.mil/global/documents/pdf/MDA_Unsolicited_Proposal_Guide.pdf

FY 2021 Q1 Calendar of Events

OCTOBER

13 - 16

AUSA, Army Office of Small Business Programs Matchmaking, Virtual
<https://meetings.ousa.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

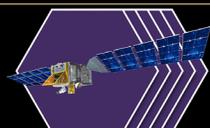
The Command and Control, Battle Management, and Communications (C2BMC) program is the hub of the layered Missile Defense System. It is a vital operational system that enables the President, Secretary of Defense and Combatant Commanders at strategic, regional and operational levels to systematically plan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



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
BMDS OPIR ARCHITECTURE



UPGRADED EARLY
WARNING RADARS



FORWARD-BASED
RADARS



AEGIS BMD
SPY RADARS



DISCRIMINATING
RADARS

