



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 ACHIEVING OUTREACH OBJECTIVES

- 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.

Missile Defense Agency Office of Small Business Programs

*NDIA-TVC Annual Missile Defense Agency
Small Business Programs Conference*

May 12 -14, 2020

*Von Braun Center North Hall,
Huntsville, AL*

SAVE THE DATE!

More information to come as made available



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 FedBiz Opps 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 or (SBIR) and 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 BMDS for MDA. This contractual relationship provides contracting opportunities in four major markets: BMDS 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. Create a profile in the MDA Small Business Directory and Marketplaces at: <https://esbie.mda.mil/>.
10. Search for MDA procurement opportunities via our Acquisition Center at www.mda.mil.
11. Consider the GSA schedule program and other best-in-class contracts.
12. Explore subcontracting and joint venture/teaming opportunities.
13. Make an appointment to speak with the Director of MDA 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

Websites

www.mda.mil

<https://esbie.mda.mil/>