



Missile Defense Agency

# Office of Small Business Programs

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## Message from the Director

Lee Rosenberg

The Department of Defense (DoD) recently issued an important Federal Acquisition Regulation (FAR) deviation that should broaden opportunities for small businesses to team together on larger contracts. On December 3, 2018, the Department issued FAR Deviation Number 2019-00003, SUBJECT: Limitations on Subcontracting for Small Business. If you are not familiar with it, you should learn about it as it opens a whole new way a small business can prime larger contracts by teaming with similarly situated entities (we'll get to that definition in a minute). Anyway, this new deviation was effective immediately and in effect until the FAR is changed. It also covers updates to the nonmanufacturer rule and affects all set-asides outlined in FAR Part 19. It contains new mandatory clauses for each type of set-aside or sole source acquisition under that FAR Part.

At the same time as DoD issued this deviation, the FAR Council issued a Federal Register Notice for a proposed rule for comment implementing essentially the same language as the FAR deviation. The Federal Register # 83 FR 62540, was issued December 4, 2018 and closed for comment on February 4, 2019. All of these actions are born of a change to the Small Business Act in the National Defense Authorization Act (NDAA) of 2013 and subsequently implemented in the Small Business Administration's regulations several years later.

The new limitation on subcontracting clauses focus now on how much a small

business may subcontract out as a prime contractor rather than the older limitation on subcontracting rule which focused on how much work a prime needed to do with its own workforce. This is significant because, under the new clauses, a small business prime contractor may subcontract out 50% of the amount paid by the Government in the case of a contract for services to another business and still be compliant with the clause. Word games and semantics you say? It probably would be except for another change to the rules and that involves the use of similarly situated entities. There's those words again, so maybe it's time to define just what a similarly situated entity is. Well, each of the clauses defines it as, "...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 that is considered small for the North American Industry Classification System (NAICS) code the prime contractor assigned to the subcontract the subcontractor will perform."

So, you ask, what's so important about a similarly situated entity? Well, the new clauses go on to say that, and I'm paraphrasing, subcontracts to similarly situated entities do not count towards the 50% the prime contractor subcontracts out. In other words, you can team up with other similarly situated entities, subcontract work out to them and go after bigger contracts as a prime because you can still subcontract out 50% of the total amount paid by the Government for services above and beyond what you subcontract to those similarly situated entities. One caution though, any

*Continued on Page 2...*



## A Fond Farewell

Coming to work at Missile Defense Agency (MDA) every day has always been interesting and challenging, and working with the industry that supports MDA has been an awesome adventure. That is why I am writing this article with a bitter sweet emotion.

This will be my last MDA Office of Small Business Programs (OSBP) Newsletter Article as I am retiring from the Federal Government June 30, 2019.

My time served over the past eight years as the Deputy Director for the MDA OSBP has been both personally and professionally rewarding. Coming from a background as a Contracting Officer for major weapon systems, I had no idea what impact small businesses had on the Ballistic Missile Defense System (BMDS) as a whole. But, having the opportunity to be an advocate for small businesses has enlightened me in so many ways. The talent that small businesses have is amazing to say the least. I have met some outstanding companies from the very small businesses to the larger small businesses, and each one has their own unique qualities. What I really found out about all the small businesses that I have had the pleasure to meet over the years, is that they are not just companies out there wanting to do business with MDA, they are real people with real passion.

I am leaving the Federal Government with a sense of pride that I may have, in some way, made an impact on the small businesses I have met. So I leave you with one final note: For those small businesses that do work with MDA – great job, keep it up; and for those small businesses that are still looking to do work with MDA – don't give up, your day will come!

I'm out of here!

**Genna Wooten**

***Continued from Page 1...***

work a similarly situated entity is planning to subcontract out will be counted towards the 50% of the total contract cost allowed to be subcontracted. So don't expect to use a similarly situated entity to act as a pass through to get to another contractor. The similarly situated entity itself must be able to do the work for which it is subcontracted to not count towards the 50% subcontracting limitation.

I will say, at this point, that the clauses also spell out the percentages of subcontracted work allowed for contracts

for supplies, general construction and construction by special trade contractors. I just used services contracts to illustrate the changes. In all cases the similarly situated entity subcontracting rule applies to the other types of contracts as well. So, are you sufficiently confused now? Well just wait, there's more!

The real trick now is how these new clauses will affect the market research and subsequent acquisition strategy decisions. Can a DoD contracting activity set-aside an acquisition if two or more prospective small business prime contractors, together with their proposed similarly situated entity teammates, can do at least 50% of the total requirement? Will small businesses wanting to prime a contract have to decide early on what similarly situated entities they plan to use when responding to market research? Can a contracting officer rely on the small businesses responses to market research, which includes identifying prospective similarly situated entities' capabilities, to determine that there is a reasonable expectation that two or more small businesses of a particular type, including their proposed similarly situated entities, can offer products or services of a type to satisfy the requirements at a reasonable price? These are all questions that have yet to be answered.

I suspect there will be a trial and error period upon the implementation of this new FAR deviation wherein various contracting activities will view their market research in different ways. Until further market research guidance is issued regarding these new changes or new case law develops from protests as to what is allowable or not, it's pretty much going to be the "wild west" out there. I think you'll find some contracting activities taking a conservative approach wherein they will still expect a prospective small business prime contractor to do the majority of the work notwithstanding proposing similarly situated entities as subcontractors before they judge that the "rule of two" is met. Others, including the Missile Defense Agency, will be willing in some cases to explore different ways of evaluating the "rule of two" during their market research. For small businesses wishing to prime on contracts with the DoD in the future, I would first determine what approach the particular organization with whom you wish to do business is taking prior to answering market research requests for information or sources sought notices to assist you in crafting a meaningful response.

Well, if you don't have a migraine by now, then you're ready to jump into the world of small business contracting with the new Limitations on Subcontracting DoD FAR deviation. Oh, by the way, I haven't even mentioned the changes to the nonmanufacturer rule in the deviation. I'm sure you've depleted your bottle of aspirin at this point so we'll save that topic for another time.

## Subcontracting Limitations on Mixed Contracts

The 2016 Small Business Administration (SBA) Rule (13 CFR 125.6) introduced the notion of a “mixed contract” to clarify subcontracting limitations for contracts that contain both service and supply components. The rule directs contracting officers to assign a “single NAICS code which best describes the principal purpose of the product or service being acquired.” The type of code selected determines which limitation on subcontracting services or supplies is applicable. The rule emphasizes that the subcontracting limitation applies only to the portion of the award amount determined to represent the principal purpose. The rule also provides the following example of a “mixed contract” that is predominantly to illustrate a few points:

- A procuring agency is acquiring both services and supplies through a small business set-aside. The total value of the requirement is \$3,000,000, with the supply portion comprising \$2,500,000, and the services portion comprising \$500,000.

- The contracting officer appropriately assigns a manufacturing NAICS code to the requirement.
- The cost of material is \$500,000. Thus, because the services portion of the contract and the cost of materials are excluded from consideration, the relevant amount for purposes of calculating the performance of work requirement is \$2,000,000 and the prime and/or similarly situated entities must perform at least \$1,000,000 and the prime contractor may not subcontract more than \$1,000,000 to non-similarly situated entities.

Thus, in a set-aside or sole-source “mixed contract” a small business prime contractor can subcontract to any size business the non-primary service or supply portion of the contract, as determined by the NAICS code assigned by the contracting officer; and costs of procurement of materials.

**Jerrol Sullivan**

### Electronic Small Business Information Exchange (eSBIE) Registration Steps

Have the following information ready:

1. 9-digit DUNS number
2. Company contact information
3. Company socio-economic categories
4. Up to 5 valid 2017 NAICS codes (These determine marketplaces you can enter and the email notifications you will receive.)
5. Company facility clearance
6. Two points of contact

How to Register:

1. Go to <https://esbie.mda.mil/>
2. Click on ‘Register’ button on the top left of the page and enter the information you collected earlier.
3. View current marketplaces and select any you would like to enter for matchmaking capabilities.
4. Click on the ‘Submit’ button and stand by while we review your application for authenticity.

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

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

# Missile Defense Agency 2019 Small Business Conference

Planning is well underway for the MDA Annual Office of Small Business Programs Conference scheduled to commence on June 25th and 26th, 2019 at the Von Braun Center South Hall in Huntsville, Alabama. The conference is co-sponsored by the National Defense Industry Association Tennessee Valley Chapter (NDIA-TVC).

This year's conference theme is "Strengthening the Defense Industrial Base and Supply Chain Resiliency through Small Business Utilization". The Small Business Conference is designed to assist small business contractors by providing information about opportunities to support the BMDS requirements in upcoming procurements; and provide opportunities for matchmaking with MDA Prime Contractors and Government Representatives. In turn, it allows MDA to collect information valuable to the acquisition process when developing an acquisition strategy. This information allows MDA to:

- Expand the support of the small business industrial base
- Help foster competition at all tiers of subcontracting
- Lower costs and increase quality and technology transfer

During the conference small businesses will get an opportunity to participate in one-on-one matchmaking sessions with the MDA Prime Contractors and other Government Representatives. Pre-Registration is required. A Small Business 101 Breakout Session will also be conducted simultaneously. We encourage small businesses that are not matchmaking to attend this session. Topics that will be discussed are as follows:

- Small Business Administration (SBA) Procurement Update
- Resources Available to Small Businesses
- Capabilities Statements - Dos and Don'ts When Marketing your Product or Service
- How do Small Businesses get Government Contracts
- How to Respond to FedBizOpps.gov Request for Information (RFI)/Request for Proposal (RFP)
- Teaming and Proposal Preparation 101

The breakout sessions will be informative and personable discussions and interactions with some of MDA's Prime Contractors and Government Representatives.

For registration please visit: [www.ndia.tvc.org](http://www.ndia.tvc.org). If you are a small business you don't want to miss this event.

**Jayne C. Gold**

**Missile Defense Agency  
Office of Small Business Programs**

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

*June 25th & 26th, 2019  
Von Braun Center South Hall, Huntsville, AL*

*For Registration, Please Visit:  
[www.ndiatvc.org](http://www.ndiatvc.org)*

HSV-G-2422-19

# DoD Announces 3 MDA Mentor-Protégé Teams as Winners of the Prestigious Nunn-Perry Award

The Office of the Secretary of Defense (OSD) of Small Business Programs has announced the DoD 2018 Nunn-Perry Award Winners. This year 21 Mentor-Protégé teams participated in the Nunn-Perry Awards competition. There were ten winners selected and three of the ten awards will go to MDA Mentor-Protégé teams.

We are definitely proud of all of our teams that competed.

The MDA Mentor-Protégé Teams chosen as the DoD 2018 Nunn-Perry Winners are...DRUM ROLL PLEASE:

- Parsons Government Services, Inc. of Pasadena, CA and Trident Technologies, LLC of Huntsville, AL
- Tec-Masters, Inc. of Huntsville, AL and ITSC Secure Solutions, LLC of Saint Paul, MN
- Tec-Masters, Inc. of Huntsville, AL and People, Technology & Processes LLC of Lakeland, FL

The prestigious Nunn-Perry Award, named in honor of former Senator Sam Nunn and former Secretary of

Defense William Perry, was first awarded in 1995 to recognize outstanding Mentor-Protégé teams formed under the auspices of the DoD Mentor-Protégé program. It is a highly coveted award presented to a very few DoD Mentor-Protégé teams each year who have demonstrated exceptional progress in developing the Protégés' capabilities. The Nunn-Perry Awards are presented to recognize Mentor-Protégé teams who have demonstrated exemplary effort in providing products and services to our warfighters.

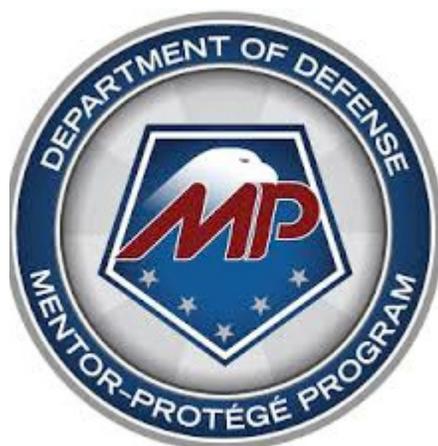
Each of the winners' performance during Fiscal Year 2018 (FY18) has truly made an impact on the Department's Industrial Base. Stay tuned for updates and photos of the celebration ahead as awards will be presented at the Mentor-Protégé Training week (date/location TBD).

Please join MDA in congratulating the 2018 Nunn-Perry Awards winners!

**Laura Anderson**



***Tec-Masters, Inc.***  
*Where Technology Meets Imagination™*  
*What a Concept!*





<b>LEGEND</b>						
Anticipated		Draft RFP OR Final RFP		In Source Selection		Awarded
<b>ALL DATES NO EARLIER THAN:</b>						
Solicitation	Contract Number	Solicitation Name	Draft RFP	Final RFP	Proposal Due Date	Awarded
HQ0147-18-R-0027		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)

<b>SOLICITATIONS ISSUED</b>					
<b>(ALL DATES NO EARLIER THAN)</b>					
<b>Solicitation</b>	<b>NAICS</b>	<b>Solicitation Name</b>	<b>Draft RFP</b>	<b>Final RFP</b>	<b>Proposal Due Date</b>
HQ0147-19-S-0002	541715	Advanced Technology Innovation (ATI) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology		4/2/2019	OPEN
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
HQ0147-17-R-0015	541715	Type-4 (T4) Subscale Targets	12/08/2017	8/24/2018	10/15/2018
HQ0147-18-R-0009	541715	WOSB - Advanced Research Center (ARC)	3/13/2018	9/10/2018	10/25/2018
<b>SOURCES SOUGHT / RFI'S ISSUED - RFP'S ANTICIPATED</b>					
<b>Solicitation</b>	<b>NAICS</b>	<b>Announcement</b>	<b>RFI Issued</b>		
MDA18DERFI05	541715	BMDS Boost Phase Intercept (BPI)	5/21/2018		
RFITCFUTURES080118	541715	TC Futures RFI	8/1/2018		
MDA19EITRFI01 (Archived)	541715	Threat System Engineering – Specialized Products (Archived in FBO)	12/17/2018		
CS-2019-0002	541715	MDA TEAMS Next Request For Information	2/5/2019		
<b>SOLE SOURCE</b>					
<b>Solicitation</b>	<b>NAICS</b>	<b>Announcement</b>	<b>Notice Date</b>	<b>Award Date</b>	
HQ0276-18-R-0002	336414	Standard Missile-3 Block IB 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		
HQ0147-18-R-006	541715	Systems Engineering and Integration Support Services	1/4/2019		

# What is an Effective Capability Statement?

Competition in government contracting has heightened as more companies seek to break into, be competitive in, and stay successful in the market-place. To be competitive in this market, contractors must know how to distill the information that is most important to a particular decision-maker, state it in a clear, concise manner, and reinforce its importance to the prospect, even more so than in the past. A Capability Statement is a tool that will help all contractors, specifically small businesses and newcomers, do just that! Over the past few years, the Capability Statement has evolved into a critical tool to help businesses sell and distinguish themselves from competitors. The following are a few tips to remember (in no particular order) in regards to an effective Capability Statement.

**Tip #1:** A Capability Statement should be very brief (only 1 or 2 pages) and to the point. It is important that the document be visually interesting and have similar graphic elements to the company's brand and logo. For easy recognition the statement should be free of long paragraphs, instead using short sentences and bulleted lists for quick visual scanning.

**Tip #2:** Consider using the following key headings:

- a. Core Competencies/Capabilities: These are short introduction statements relating the company's core competencies to the agency's specific needs followed by key-word heavy bullet points. This is NOT everything a firm is able to do, but the core expertise of a firm.
- b. Differentiators: A succinct, clear statement that relates to the specific needs of the agency is what will help the procurement and purchasing staff, the program managers and end users understand why they should pick their firm over competitors.
- c. Past performance: Begin by listing past customers for whom the company has done similar work. Prioritize starting with related agency, to all federal to other government, to commercial contracts. If the

past projects do not relate to the targeted agency's needs, do not list it. Ideally, include specific contact information for immediate references. Include name, title, email and phone.

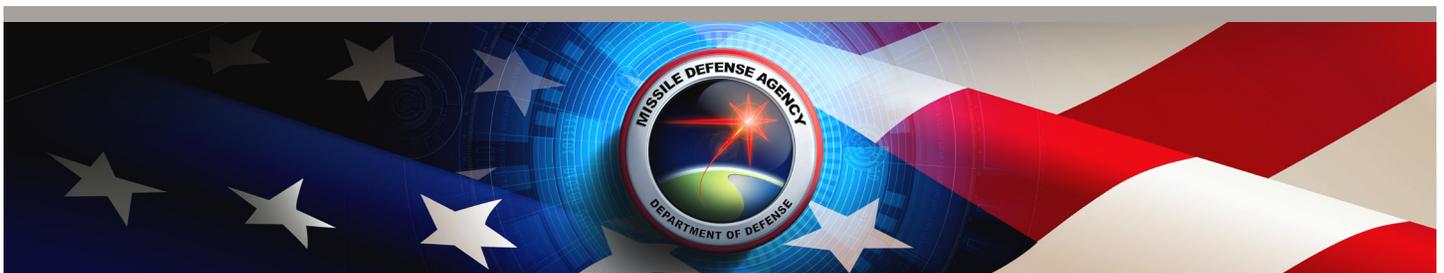
- d. Corporate data including industry codes: include one or two short sentences with a company description detailing pertinent history. Include the size of the firm, revenue, the number of employees, and the typical geographic area served. Make sure the web site is constantly updated and government-focused. List Specific Pertinent Codes such as DUNS, Socio-economic certifications: 8(a), HUB Zone, SDVOB, etc., NAICS (all) Do not include code descriptions, just use the numbers, CAGE Code, and GSA Schedule Contract Number(s).
- e. Contact information: Show contact information, including web site and a specific person's name, email and phone number, on each side or page of the document. If the firm has won any awards, received accolades or has notable accomplishments relating to that agency, list them only if there is space.

**Tip #3:** Save and distribute as a PDF, not a Word, PowerPoint or other format. Save the document with the company's name in the file name. Many federal agencies block Word and Publisher documents because they may harbor viruses, however, a PDF file is much safer, usually smaller and stays visually consistent when mailed.

The Capability Statement is key to building relationships with important decision-makers in government contracting and industry, providing them with a concise description of the goods and services a business can provide, as well as a consistent reminder of a company. When properly written, a Capability Statement can be a difference-maker and set a company head and shoulders above the competition.

*Article Source: [www.EzineArticles.com/?expert=Gloria\\_Berthold\\_Larkin](http://www.EzineArticles.com/?expert=Gloria_Berthold_Larkin)*

**Kelvin Carr**



# Cybersecurity for Small Business

Cybersecurity has become the buzz word across the federal government, public and private sector. Cybersecurity is one of the Federal Government's top priorities and must be included in all product or service acquisitions. Managing Cybersecurity in acquisitions of weapon systems and Defense Industrial Base is critical to DoD protecting our military, the United States and our Allies. Cybersecurity has created new opportunities and challenges as addressed in the Summary of the 2018 National Defense Strategy of The United States of America and Department of Defense Cyber Strategy 2018 Summary.

What is Cybersecurity? Cybersecurity is defined as the prevention of damage to, protection of, and restoration of computers, electronic communications systems, electronic communications services, wire communication, and electronic communication, including information contained therein, to ensure its availability, integrity, authentication, confidentiality, and nonrepudiation.

For a small business owner, the topic of cybersecurity can seem overwhelmingly complex, but a basic understanding of cybersecurity is critical. Small businesses must educate and invest the time and resources to ensure their business and the government business is safely protected. Cybersecurity should be a part of the plan.

There is help for Small Businesses. Northrop Grumman, in collaboration with the University of Southern California (USC) Center for Economic Development, is offering free cybersecurity training to small businesses through an Air Force Small Business Office Mentor-Protégé Program. This workshop will be conducted in the 10 regions of the United States and open to all small businesses. The workshop is a one-day 8-hour workshop. Advance registration is required. If there is not a nearby workshop that aligns with your schedule, you may enroll in an online workshop.

The primary objectives and purpose of the workshop is to ensure that small businesses are aware of the cybersecurity requirements mandated under Defense Federal Acquisition Regulations Supplement (DFARS) Subpart 204.73 and National Institute of Standards and Technology Special Publication (NIST SP) 800-171. The workshop will focus on understanding the risks associated with safeguarding unclassified DoD information. Workshop dates, registration and more information about this Cybersecurity workshop can

be obtained at the following link: [www.sites.usc.edu/cyberworkshops/](http://www.sites.usc.edu/cyberworkshops/).

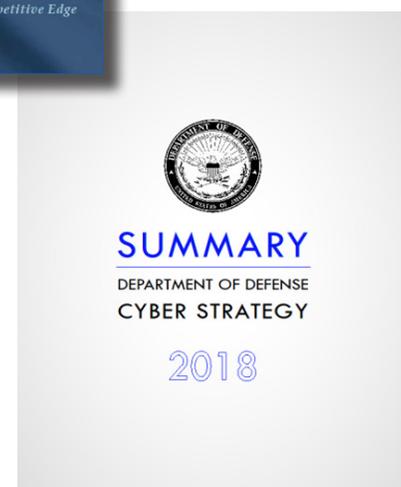
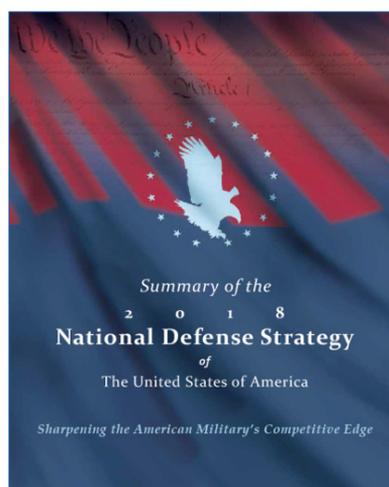
In the years to come, there will be even more advanced cyberattacks using new technologies, victims and intentions. It will allow anyone, no matter their technical knowledge, to easily and quickly initiate a cyber-attack. We must be READY!

*Source Article: Cybersecurity Definition, Cybersecurity & the DoD Acquisition Lifecycle, [www.dau.mil/acquimedia/pages/articledetails.aspx#!249](http://www.dau.mil/acquimedia/pages/articledetails.aspx#!249).*

*Summary of the 2018 National Defense Strategy of The United States of America signed by Former Secretary of Defense Jim N. Mattis [www.dod.defense.gov/Portals/1/Documents/pubs/2018-National-Defense-Strategy-Summary.pdf](http://www.dod.defense.gov/Portals/1/Documents/pubs/2018-National-Defense-Strategy-Summary.pdf)*

*Summary Department of Defense Cyber Strategy 2018 [www.media.defense.gov/2018/Sep/18/2002041658/-1/-1/1/CYBER\\_STRATEGY\\_SUMMARY\\_FINAL.PDF](http://www.media.defense.gov/2018/Sep/18/2002041658/-1/-1/1/CYBER_STRATEGY_SUMMARY_FINAL.PDF)*

**Jayne C. Gold**





# 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

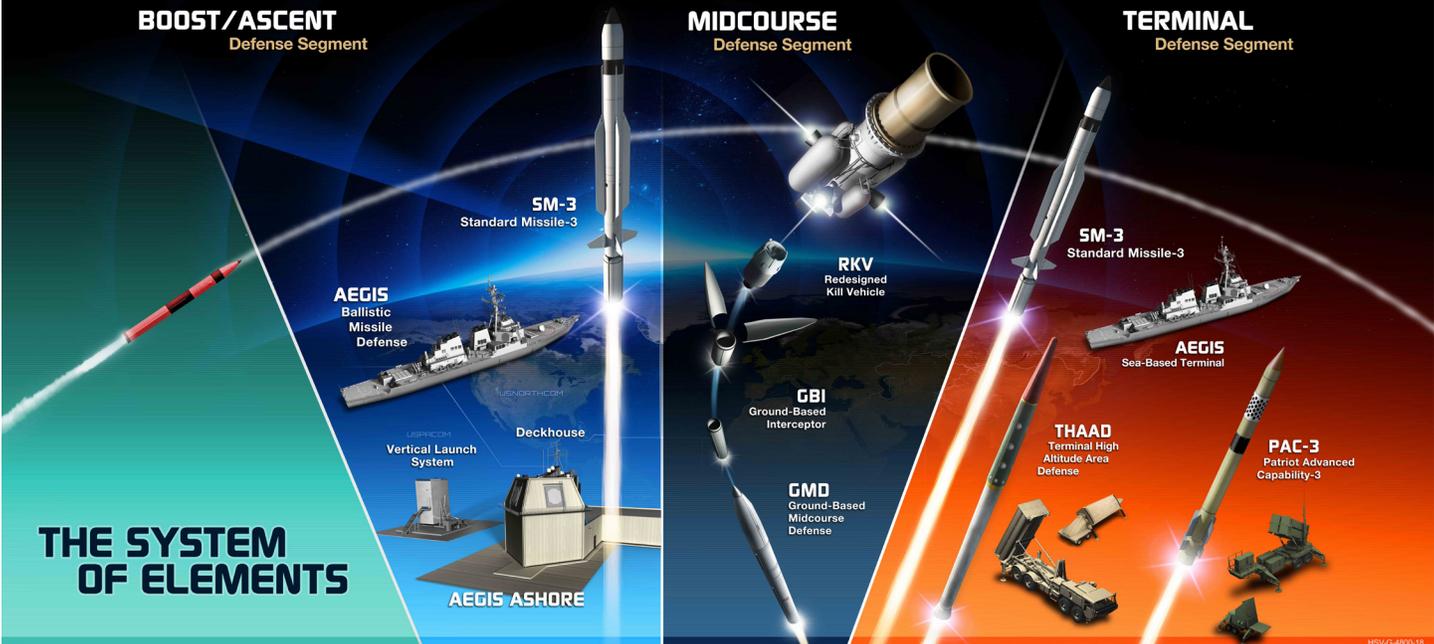
USEUCOM

USCENTCOM

### BOOST/ASCENT Defense Segment

### MIDCOURSE Defense Segment

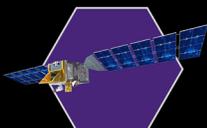
### TERMINAL Defense Segment



HSV-G-4900-18

## SENSORS

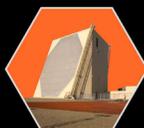
An effective layered defense incorporates a wide-range of sensors to detect and track threat missiles through all phases of their trajectory. Satellites and a family of land- and sea-based radars provide worldwide sensor coverage.



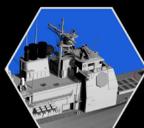
SATELLITE SURVEILLANCE



FORWARD-BASED RADAR



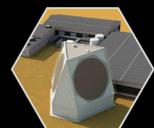
UPGRADED EARLY WARNING RADAR



AEGIS BMD SPY-1 RADAR



SEA-BASED X-BAND RADAR



HOMELAND DEFENSE RADARS

# Meet Our Staff

**Ms. Genna Wooten**  
Deputy Director



**Mr. Jerrol Sullivan**  
Small Business Specialist



**Mr. Kelvin Carr**  
Subcontracting Program Manager



**Ms. Jayne C. Gold**  
Outreach Program Manager



**Ms. Laura Anderson**  
Specialty Programs / Mentor-Protégé Manager



Office of Small Business Staff  
[www.mda.mil](http://www.mda.mil)  
[outreach@mda.mil](mailto:outreach@mda.mil)  
256-450-2872

**Ms. Kayla Bordner**  
Analyst, BCF Solutions



**Ms. Nancy Hamilton**  
Administrative Assistant, Yorktown Systems Group



**Mr. Chad A. Rogers**  
Sr. Analyst, BCF Solutions



# 2019 Calendar of Events

## APRIL

- 10 - 11** NAVY SBIR/STTR Transition Forum, Lowell, MA
- 11** NASA Marshall Small Business Alliance Meeting, Huntsville, AL
- 18** 2019 Government Procurement Conference, Washington, DC

## MAY

- 6 - 9** 2019 Sea, Air & Space PA - NAVY, National Harbor, MD
- 21 - 23** 2019 Space Tech Expo, Pasadena, CA
- 21** 2019 UNA PTAC, Florence, AL
- 29 - 1 JUN** VETS 2019, San Antonio, TX

## JUNE

- 13** USWCC National Supplier Summit, Charleston, SC
- 25 - 26** 2019 MDA Small Business Conference, Huntsville, AL



## OSBP Staff

- Lee Rosenberg**, *Director*
- Genna Wooten**, *Deputy Director*
- Jerrol Sullivan**, *Small Business Specialist*
- Kelvin Carr**, *Subcontracting Program Manager*
- Laura Anderson**, *Specialty Programs / Mentor-Protégé Manager*
- Jayne C. Gold**, *Outreach Program Manager*
- Nancy Hamilton**, *Administrative Assistant - Yorktown Systems Group*
- Chad Rogers**, *Sr. Analyst - BCF Solutions*
- Kayla Bordner**, *Analyst - BCF 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 Subcontracting activities at MDA, please email us at [subcontracting-oversight@mda.mil](mailto:subcontracting-oversight@mda.mil).

For additional information regarding Outreach activities at MDA, please email us at [outreach@mda.mil](mailto:outreach@mda.mil).

## Websites of Interest

### MDA Office of Small Business Programs

[www.mda.mil](http://www.mda.mil)

### MDA Business Acquisition Center

[www.mda.mil/business/acquisition\\_center.html](http://www.mda.mil/business/acquisition_center.html)

### MDA SBIR/STTR Programs

[www.mdasbir.com](http://www.mdasbir.com)

### Fed Biz Opps

[www.fbo.gov](http://www.fbo.gov)

### Electronic Subcontracting Reporting System (eSRS)

[www.esrs.gov](http://www.esrs.gov)

### MDA Small Business Advocacy Council

[www.mda.mil/business/bus\\_mdasbac.html](http://www.mda.mil/business/bus_mdasbac.html)

### MDA Unsolicited Proposal Guide

[www.mda.mil/global/documents/pdf/MDA\\_Unsolicited\\_Proposal\\_Guide.pdf](http://www.mda.mil/global/documents/pdf/MDA_Unsolicited_Proposal_Guide.pdf)