

Missile Defense Agency Office of Small Business Programs

UPDATE



Small Business Quarterly Newsletter ● FY10, Volume Q3, Issue 3

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Message From the Director

Lee Rosenberg



In this newsletter I'd like to discuss what I see as the four market places within the Missile Defense Agency (MDA) for small businesses so you have a better understanding of the Agency and can embark upon a more focused marketing effort.

As with any large Defense Agency, MDA has a diversity of needs most of which are satisfied through contracting for supplies or services.

Correspondingly, the small businesses we seek to support our efforts have a diversity of skills across a wide variety of areas. The key is to match your skills with the right marketplace within the Agency and then move forward from there. Without understanding our marketplace, you run the risk of spending a lot of time and energy "barking up the wrong tree" with your marketing effort.

Within the Agency there are basically four marketplaces: Support for the development, production, fielding and sustainment of the Ballistic Missile Defense System (BMDS) and its elements; Advisory and Assistance Services (A&AS); Infrastructure Support; and Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) Programs. I'll address each of these in the following paragraphs.

The largest single market place in the Agency is that which supports our large systems developers in designing, testing, producing, fielding and sustaining the various systems that collectively make up the BMDS. This market place represents roughly 84% of the dollars the Agency spends each year and those dollars almost exclusively go on prime contracts to very large contractors who are responsible for the development, testing, production and sustainment of our BMDS systems. Small business participation in this marketplace is primarily through subcontracting. As we study the flow down of requirements through various tiers of subcontracting (sometimes to the 7th or 8th tier) we find there is a tremendous opportunity for small business participation. To that end, we have a Small Business Advocacy Council, comprised of Small Business Liaison Officers (SBLOs), from our various large business prime contractors who work together to exchange ideas on how to do more business with small businesses on MDA contracts. They often call themselves "competimates" and they provide an entry way into their respective organizations for those interested in doing business on BMDS systems, but are very supportive of each other with best practices and referrals. Some of the skill sets they look for are manufacturing capability across many commodity areas, test support capability, and niche engineering skills across a spectrum of technologies. Of course this is not an exhaustive list of their needs. For those interested in participating in this marketplace you can visit our website at www.mdasmallbusiness.com and click on the "Small Business Advocacy Council" choice in the menu on the left side of the webpage.

This will bring up a list of the SBLOs and their contact information. You can also attend our Small Business Conference (conference info is contained elsewhere within the newsletter) and network with these folks as well. The next largest marketplace in MDA is our Advisory and Assistance Services which includes a broad array of support services from Systems Engineering and Technical Assistance (SETA) support to administrative and acquisition support functions. All of these

Message From the Director

(Continued from page 1)

requirements are contained under our Missile Defense Agency Engineering and Support Services or MiDAESS Program. About 38% of the MiDAESS work is set-aside for small businesses and there are also many subcontracting opportunities as well. MiDAESS contracts are Indefinite-Delivery, Indefinite Quantity contracts with task order competitions amongst the base contract winners. Source selections are currently on going for award of base contracts and awards will be made in various capability groups once those source selections are completed. As an aside, I'd like to congratulate a.i. Solutions, A-P-T Research, Inc., and Bastion Technologies, Inc. on winning base contracts for the Quality Assurance, Safety and Mission Assurance Capability Group. These are the first MiDAESS awards and all of these awardees are small businesses. You can still access the MiDAESS solicitation in the FedBizOpps archives under "Other Defense Agencies-Missile Defense Agency". If you're not familiar with the MiDAESS Program and provide SETA or other A&AS-type services, I would encourage you to check out the solicitations and read the various performance work statements for the capability groups contained in the solicitation. I would also register on the FedBizOpps for MiDAESS announcements so you can see who gets the awards. There may be opportunities for you to market your skills to one of the winning teams if you're not already on one.

A third marketplace within the Agency is Infrastructure Support. This includes all the non-A&AS support one would expect to find in any large organization that must provide facilities and Information Technology (IT) support to allow their workforce to function. The largest single area of this marketplace is our IT support. Last summer, we held a conference to highlight our IT infrastructure and requirements and the briefings from that conference are located on the aforementioned website as well. Choose the "Small Business Conference Information" selection from the menu to view these presentations. Throughout the year, the Agency procures much of this infrastructure support. Some of the commodity purchases, such as furniture, are purchased from GSA schedules. Other times, we solicit these supplies and services on our own contracts. In many instances, these purchases are set-aside for small businesses. We've purchased everything from forklifts to furniture and video conferencing services to website and portal development services in this market place.

Finally, there is the SBIR/STTR marketplace. The Agency runs the fourth largest SBIR and STTR Programs in the Department of Defense. These programs require the Agency to set-aside money to fund research and development efforts by small businesses across a wide variety of technical areas. The program is a highly competitive one and the Department of Defense issues three solicitations a year for proposals for these efforts. MDA always participates on the third solicitation which comes out in mid-August every year. Usually, we have an SBIR Conference every year just preceding it when interested folks can meet with topic authors to enhance their understanding of what MDA is looking for in various technology areas. We've noticed that this has really improved the quality of the proposals we've received since we began having this conference. You can read about one of the Agency's SBIR success stories with GATR Technologies later in this newsletter.

I hope these little descriptions of our marketplaces will assist you in finding the right niche for your business within MDA. As always, my office stands ready to assist you and our contact information is contained elsewhere in this newsletter.

MDA Office of Small Business Programs (OSBP) Outreach Program



The MDA OSBP continues its aggressive campaign targeting HUBZone and SDVOSBs capable of providing products, services and technologies applicable to MDA procurements. All business types, especially HUBZones and SDVOSBs, meeting these criteria, should visit our website to add their business profiles, or contact the OSBP so we can keep you informed of MDA procurement opportunities and our current Outreach activities.

We have finalized our Outreach calendar of events for Fiscal Year 2010. If you cannot make a trip to our office in Huntsville, Alabama you may be able to meet us at a local event. Go to our website at www.mdasmallbusiness.com and click on "Calendar of Events," which lists the events we plan to attend in FY 2010.

Don't miss our annual main event: The Annual Missile Defense Small Business Conference, May 27, 2010, Von Braun Center, Huntsville, Alabama.

Conference Objective: To provide information relevant to MDA requirements in Infrastructure and Environmental Support Services, and opportunities for exploring subcontracting opportunities with our large business prime contractors.

The Missile Defense Small Business Conference immediately follows the 7th Annual National Small Business Conference, held May 25-26, 2010 at the Von Braun Center in Huntsville.

While a separate conference registration is required, attending the Missile Defense Small Business Conference allows your organization to immediately put into practice what you have learned during the 7th Annual National Small Business Conference, without incurring any additional travel costs.

Attendees of the May 27th Missile Defense Small Business Conference will receive information designed to assist small businesses in understanding the changing business climate within MDA, and provide a forum for one-on-one meetings with large and small MDA prime contractors, government small business specialists and contracting officers.

Technology Developed for Missile Defense Aides Haiti's Recovery Efforts.

By Leah Garton, MDA Shield



GATR Technologies is working on-site in Haiti after a disastrous earthquake to provide communication assistance during the recovery efforts. This same technology was originally developed to provide remote communication for missile defense and is still supported through MDA's Small Business Innovative Research program.

Photo courtesy of GATR Technologies

The same technology that was originally developed to provide remote communication for missile defense is now being used to enable communication assistance during Haiti's recovery efforts. GATR (Ground Antenna Transmit/Receive) Technologies was formed in 2004 by Paul Gierow and was funded in part by MDA's Small Business Innovative Research program to enable remote communication transmission for missile defense in Alaska. Now, this same technology is used to provide communication assistance during some of the most devastating circumstances.

GATR Technologies manufactures inflatable satellite communication terminals. Their unique design enables deployment of large aperture satellite terminals in two airline checkable cases, making it ideal for first-in deployments, remote applications and contingency scenarios where transportation and space are limited. GATR Technologies has assisted with six Missile Defense Agency test events and is still supported through SBIR funds. According to Paul Gierow, GATR Technologies President, the company's mission is to provide remote communications throughout the world. "Our goal is to provide really high bandwidth and high quality communications utilizing the smallest possible volume and power," said Gierow. The GATR's system is a deployable, inflatable antenna system which provides high-bandwidth, broadcast and receive capability, and low-power consumption for broadcasting in areas where satellite trucks cannot be deployed. Their unique inflatable design allows the system to be carried into a location and set-up in less than 30 minutes.

In 2005, this dual use technology was used to enable communications after hurricanes Ike and Katrina swept through the Gulf Coast. Currently, GATR's antenna systems have been deployed by several organizations to set-up high-bandwidth satellite communications in the wake of the recent disastrous earthquake in Haiti. "Part of our company philosophy is to turn our success into the ability to help others in crisis situations, like the humanitarian efforts in Haiti," states Gierow.

See Aide for Haiti, page 7

Successful Test of Army's Patriot PAC-3 Missile Segment Enhancement

By MDA Shield



Lockheed Martin Missiles and Fire Control is developing the new Patriot Advanced Capability (PAC-3) Missile. The PAC-3 Missile is a small, highly agile, kinetic kill interceptor for defense against tactical ballistic missiles, cruise missiles and air-breathing threats. The PAC-3 Missile destroys its targets by direct, body-to-body impact.

Photo courtesy of Lockheed Martin

The Missile Defense Agency participated in a successful test of the Army's Patriot PAC-3 Missile Segment Enhancement (MSE) at White Sands Missile Range, NM on 17 February 2010. MDA provided the Juno ballistic missile target launched from the White Sands Northern Range Extension. The primary objectives of this flight test were to demonstrate performance of both the Juno target and PAC-3 MSE missile, intercept the target and gather data for future Patriot modeling and simulation.

This was the 11th target launch by MDA this fiscal year and was the first flight test of the Juno Tactical Ballistic Missile Target with a Modified Ballistic Re-entry Vehicle (MBRV-3). The Juno target utilizes the SR-19/M-57 booster stack used previously by the Hera target missiles. In addition to the MBRV-3, other first flight items included a new fin actuator system for dynamic maneuvering during re-entry and a new support structure to enable the unitary target's survival during aerodynamic maneuvers. The PAC-3 MSE is managed by the Army Lower Tier Project Office in Huntsville, Ala. The Juno target vehicle is manufactured by Orbital Sciences Corp, in Chandler, AZ.



Small Business Spotlight

A Few Minutes with Kathy Boe

President and CEO of BOECORE, Inc.

Christopher Evans, MDA OSBP Small Business Specialist, has a candid conversation with Kathy Boe about her journey as a successful small business owner and MDA Mentor-Protege Program participant.



Kathy Boe, President CEO of BOECORE, pictured at new Huntsville, AL location at the Atrium Building

MDA OSBP:
Please tell a little about your company.

Kathy Boe:
Boecore was founded 10 years ago to provide an engineering and information technology solutions company known for its high ethical standards, quality performance, commitment to customer satisfaction, and exceptional corporate morale. With key leadership positions across multiple functional areas including Information Assurance, Information Technology, Modeling and Simulation, Ballistic Missile Defense System (BMDS) Training and Education, and the Command, Control, Battle Management & Communications (C2BMC) integration labs, we are proud of the value that we provide our Missile Defense Agency (MDA) customers. A great milestone for Boecore over the last year has been the delivery of Boecore's Bilateral Certification Accreditation Tool Set (BoBCAT), our Department of Defense Information Assurance Certification and Accreditation Process (DIACAP) automation and reporting tool, to the MDA. We are working with the office of the Chief Information Officer (CIO) to add additional functionality to optimize the benefit to MDA as well as other customers.

MDA OSBP:
How did Boecore get started?

Kathy Boe:
Boecore began in the basement of my home and has now grown to more than 130 employees today. Boecore has offices in Colorado Springs, Colorado and Huntsville, Alabama. Boecore also has contracts in Albuquerque, New Mexico, Ft. Gordon, Georgia, Ft. Huachuca, Arizona and Ft. Belvoir, Virginia. While MDA is Boecore's largest customer, we also provide Software Emulation, Mission Engineering and Satellite Operations for the Air Force and Information Assurance to the Army. Boecore's mission is to ensure our customers are successful while providing challenging growth opportunities for our employees.

MDA OSBP:
As a small company, what advantages does Boecore, Inc. have over larger businesses?

Kathy Boe:
With the combination of shorter corporate decision cycles and strong relationships with our customers and employees, we can be extremely responsive to our customers' needs. Each of our employees realizes their performance plays a key role in how the company is ultimately perceived by others. Our engineers and leadership team look for opportunities to create efficiencies and are able to provide tailored solutions for our customers.



From l-r:
Ron Sintas, MDA Enterprise Network Management Service Owner; Chris Littlewood, MDA Enterprise Network Crew Commander; Tom Dickson, Vice President - Boecore. (Not pictured; Bob Woods, Executive Vice President)

MDA OSBP:
What are the greatest disadvantages smaller companies have as related to larger ones?

Kathy Boe:
With limited resources and higher levels of competition, we can't afford to have niche expertise, such as maintaining full time legal expertise on staff. We are largely able to mitigate this challenge by paying for niche advice on an as needed basis. The Mentor Protégé program, with significant help from Northrop Grumman (NG), has helped fill many of those knowledge gaps. As the company has grown, it has allowed us to fill the gaps with the right kind of expert resources.

MDA OSBP:
How would you describe your company's culture?

Kathy Boe:
Boecore has an exceptional level of teamwork at all levels of the company. We maintain a very high operations tempo, and we consistently need to rely on each other. We clearly recognize that we need to support each other's success in order for the company to succeed. This common perspective makes Boecore a fun and rewarding place to work. We avoid complacency by collaborating amongst ourselves and continually look toward the future for what we can do better than we do today.

MDA OSBP:
Have you found many barriers being female and President and CEO of a company?

Kathy Boe:
No, I haven't. In fact, I have found that most people including our customers, employees, peers, and even the press like to see the small business entrepreneur succeed, regardless if you're a woman or a man. It has been a rare exception that I have ever felt disregarded because of being a woman. It usually just makes me laugh! After all, small businesses, including women owned businesses, generate much of the revenue of our industrial base in this country.

MDA OSBP:
Boecore participated in the Missile Defense Agencies Mentor-Protégé Program. How did you get interested in this program and tell us a little about your experiences with your mentoring company and the program?

Kathy Boe:
In 2005, we became a protégé of NG under a credit agreement to help mature our existing infrastructure. We later transitioned to a reimbursement agreement where we focused on building our technical capability. Because of the outstanding infrastructure and technical assistance we have received over the last 5 years, we have been able to significantly enhance our past performance qualifications and grow our revenue by over 200%. More important than the actual revenue growth has been our ability to refine and build on our technical capability so we can sustain and grow well beyond the Mentor Protégé Program. One of the most rewarding parts of the Mentor Protégé Program has been our ability to provide value to our mentor's customers thus contributing to NG's overall success. Through the Mentor Protégé Program, we have built a strong relationship with NG, but equally importantly, we have been provided the tools and knowledge to compete in the complex defense market place. The assistance NG has provided has far exceeded our expectations.

MDA OSBP:
As a result of participating in the Mentor-Protégé Program, Boecore received the Nunn-Perry Award in 2008. What has receiving such prestigious recognition done for the company?

Kathy Boe:
Winning the Nunn-Perry has been a great recognition for Boecore. In addition to strengthening the relationship with MDA, it has enhanced Boecore's reputation overall. When meeting with new potential customers and industry teammates, the award has helped substantiate our credentials as a company known for consistent, quality engineering services and solutions. Our employees are also proud that we have won so many awards.

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MNB Technical Services, LLC (MNB)

Submitted by Ms. Ludmilla Parnell, Director, Business Development, General Dynamics Information Technology (GDIT), ludmilla.parnell@gdit.com

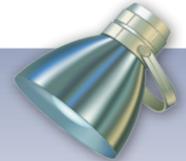
MNB Technical Services, LLC (MNB) as a veteran-owned, small business delivers high quality consulting and compliance support services. Established in 2002 by Michael Grinstead, MNB specializes in business case, project and portfolio management for clients in both Department of Defense (DoD) and the Federal sector. MNB stands alongside Federal sector and DoD Information Technology consulting giants in thought, leadership, and policy implementation.

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In the complex world of information management, Information Technology (IT) consulting and support services that GDIT currently provides for the Missile Defense Agency (MDA) Chief Information Officer (CIO), MNB emerges as a star player among many other consulting firms providing strategic IT policy and technical consulting services for Department of Defense (DoD) components. MNB leads the way in thought and leadership in the DoD IT Portfolio Registry Working Group by coordinating submissions to the Business Transformation Agency review requirements, and coordinating submissions to the Federal Information Security Management Act (FISMA) compliance requirements effort. MNB, as the MDA Chief Information Officer (CIO) representative to these working groups, conceived, developed and provided workable and practical models for the registration of complex, multi-year DoD IT procurements and developmental IT systems with the establishment of a "parent-child model". This relationship met the needs of the entire DoD for a visual and useful reference model for this registry that met FISMA reporting requirements and provided a widely applicable and useful reference model for other DoD Components.

See Featured Small Business, page 14

Small Business Spotlight



(Continued from page 5)

MDA OSBP:
What are some of the obstacles or challenges your company faced/still faces?

Kathy Boe:
We have intentionally set the bar high for ourselves, so perhaps the greatest challenge is to continue to exceed not only our customers' expectations, but our own. We enjoy the challenge and look forward to the opportunities ahead.

MDA OSBP:
You recently opened an office in Huntsville. What motivated you to do so?

Kathy Boe:
Having built a strong partnership and relationship with our MDA customers, we see building our Huntsville presence as the logical next step in growing this relationship. We have been very fortunate that our hard work has been recognized by our MDA customers, and this has yielded tremendous growth opportunities for Boecore and our employees. We recently hired our new Vice President of the Eastern Region, Brigadier General - Retired (BG) Bob Woods to help us expand our presence in the Huntsville area. We believe that Huntsville is a great place to do business, and we are very excited to have an office there.

MDA OSBP:
What advice would you give new entrepreneurs looking to start their own company?

Kathy Boe:
Know your customer, at all levels of the organization, and always invest the time and resources to be responsive to their needs. Take advantage of government resources such as the command's Office of Small Business Programs. They can be a great source of information that can help focus your efforts. Take good care of your employees and never compromise your integrity. Don't worry too much about what is out of your control. Maintain a relentless focus on performance and remember that persistence pays off!

Technology for Haiti Relief *(Continued from page 3)*

GATR's high bandwidth antennas are providing various government and civilian entities with communication access while doing recovery work in Haiti. One such effort is supported by GATR Technologies employee, David Hoffman, who has set-up and established a high-bandwidth satellite link near the Mission Aviation Fellowship (MAF) hanger supporting the Innovative Support to Emergencies, Diseases and Disasters (InSTEDD) search and rescue base at the Port au Prince airfield in Haiti. The efforts provided by GATR technologies allow for relief workers to be able to communicate however they need to do so, whether it is for operational reasons, personal use, or to be able to simply call home.

According to Gierow, there are other satellite type systems in Haiti but they are much more limited in bandwidth and are smaller because of the issue of transportation. "The fact that we can bring a big antenna...and that we can do broadcast quality television out of two small boxes is the real beauty of what we provide," said Gierow. Gierow referred to the mission relief efforts the company does as somewhat self-serving, saying that is where they are able to learn the most and provide the greatest assistance. He continued by saying that these relief efforts are the company's most rewarding work, and that as long as the company is able to provide assistance in these types of circumstances that they will continue to do so. "It is very gratifying to be somewhere and be able to provide communication sources when the absolute worst has happened, and that is what is so powerful about what we do," said Gierow.



MDA Calls on Small Business... Three Companies to Compete for Advisory and Assistance Services Work

Media: Defense News, mByline: David Hubler

Three small businesses have been awarded advisory and assistance services contracts from the Missile Defense Agency, each of which has a ceiling of \$209 million.

Under the indefinite-delivery, indefinite-quantity contracts a.i. solutions Inc., of Lanham, Md., A-P-T Research Inc., of Huntsville, Ala., and Bastion Technologies, of Houston, will assist the Missile Defense Agency's Quality, Safety and Mission Assurance Directorate, according to a Jan. 21 Defense Department statement.

The contractors will have the opportunity to bid on individual task orders and will assist the Missile Defense Agency (MDA) in assessing the engineering, technology, production and programmatic practices and processes used to develop and operate the Ballistic Missile Defense System.

The contracts were competitively awarded under a small business set-aside request for proposal, DOD said. The work will be managed by the MDA's engineering and support services program office and performed in Huntsville, Ala., and at other MDA locations.

The performance period runs through December 2014.

MDA Deal will Bring More Jobs to Huntsville, AL Area

By: Budd McLaughlin, Huntsville Times Business Editor: budd.mclaughlin@htimes.com

A recently awarded \$209 million Missile Defense Agency contract will likely lead to more jobs in the Huntsville, AL area. Houston-based Bastion Technologies received one of three MDA Engineering and Support Services (MiDAESS) QSMA contracts, each valued at over \$209 million.

Bastion has 200 employees at its Huntsville operations and is the only contractor responsible for all QSMA services at Marshall Space Flight Center, supporting programs such as the space shuttle and the International Space Station. "Bastion (is) pleased to be selected by MDA and eagerly accepts the challenges for providing world-class QSMA services to ... MDA programs and projects," said company President Jorge Hernandez.

The Bastion team includes Millennium Engineering and Integration; Tybrin, a subsidiary of Jacobs Technology; Safeware; and Acta. Bastion's 700 employees provide QSMA services to four NASA field centers, the Army's Redstone Safety Office and the Air Force's Vandenberg Flight Test Center. QSMA, a critical component of product development, ensures the safety and quality of the product from development through witnessing the tests.

"Our team has current experience working with MDA, we understand MDA's requirements, and we will continue to work diligently with MDA, build on our current experience and implement cost savings and innovative approaches resulting in the highest quality, safety and mission assurance services needed now and into the future," Hernandez said. "Bastion looks forward to not only assisting MDA, but also bringing new jobs and growth to the Huntsville, AL community."

SBA to Honor the Nation's Small Businesses During National Small Business Week 2010

Reprinted from www.sba.gov/news. Contact: Dennis Byrne (202) 205-6567. Release Number: 10-02



WASHINGTON – The nation's top entrepreneurs will be honored at the U.S. Small Business Administration's National Small Business Week events to be held May 23-25, in Washington, D.C. A series of events and educational forums will mark the 57th anniversary of the agency and the 47th annual proclamation of National Small Business Week.

More than 100 outstanding small business owners from across the country will receive awards while gathering for three days at the city's Mandarin Oriental Hotel. They will meet with top agency officials, congressional representatives and national business leaders. The highlight of the celebration will be the announcement of the National Small Business Person of the Year.

Men and women also will be recognized for their involvement in disaster recovery, government contracting, and their support for small businesses and entrepreneurship. Awards also will be presented to SBA partners in financial and entrepreneurial development, including best SCORE Chapter, Small Business Development Center and Women's Business Center during 2009.

The State Small Business Award Winners and recipients of the Champion and other Entrepreneurial awards are nominated by local trade associations, chambers of commerce, other business organizations and government agencies. Co-Sponsors include: SCORE – Counselors to America's Small Business; VISA; Ford; Administaff; Google; eBay; Raytheon; Cbeyond; Intuit; Northrop Grumman; Lockheed Martin; Verio; National Association of Development Companies (NADCO) and National Association of Government Guaranteed Lenders (NAGGL).

Media outlets are encouraged to cover National Small Business Week events, and can register online as of March 1. Additional information on the Small Business Week 2010 events is available at www.nationalsmallbusinessweek.com.

SBA media contacts for National Small Business Week are Dennis Byrne (202-205-6567, dennis.byrne@sba.gov) and Cecelia Taylor (202-401-3059, cecelia.taylor@sba.gov).

Laser Scores Success

www.edwards.af.mil/news/story.asp?id=123190912

EDWARDS AIR FORCE BASE, CA – The Missile Defense Agency demonstrated the potential use of directed energy to defend against ballistic missiles when the Airborne Laser Testbed (ALTB) successfully destroyed a boosting ballistic missile on the night of Thursday, February 11, 2010.

The ALTB or YAL 1-A is part of the 417th Flight Test Squadron here. Lt. Col. Michael R. Contratto, 417th Flight Test Squadron commander said that last night, "the men and women of the Airborne Laser Combined Test Force and 417th Flight Test Squadron fulfilled the long held promise to demonstrate the revolutionary technology represented by the airborne laser test bed."

The experiment, conducted at Point Mugu Naval Air Warfare Center-Weapons Division Sea Range off the central California coast, serves as a proof-of-concept demonstration for directed energy technology. The ALTB is a pathfinder for the nation's directed energy program and its potential application for missile defense technology.

"The Air Force Flight Test Center is a proud partner with the Missile Defense Agency in developing this leading edge technology," said Thomas R. Berard, a member of the Senior Executive Service, and the flight test center's executive director, underscoring the experiments' relationship to the Air Force Flight Test Center. "The Airborne Laser Test Bed program is a shining example of the critical capabilities that the AFFTC offers in the research, development, test and evaluation of complex systems to support our nation. I am especially proud of the outstanding work our folks have accomplished with the ALTB and look forward to our continued support of this emerging technology."

See Laser Scores, page 10

SBA Promoting Entrepreneurship in Middle East Expanding Trade Opportunities for America's Small Businesses

Reprinted from www.sba.gov/news - Contact: David Hall (202) 205-6697. Release Number: 10-03

SBA Promoting New Partnerships with Oman, Bahrain to benefit Small Businesses at Home, Abroad

In a step toward a new era of partnership between the United States and the countries of the Middle East and North Africa, first called for by President Obama in his June 4, 2009, speech in Cairo, the U.S. Small Business Administration has signed Memorandums of Understanding (MOUs) with two Middle Eastern nations.

The MOUs, which lay out broad frameworks of mutual engagement and support between the SBA and the governments of Oman and Bahrain, will be followed by detailed plans of action to promote entrepreneurship abroad and support good paying jobs in the U.S. SBA will provide training and support in access to capital, entrepreneurial development and government procurement to strengthen the competitiveness of small and medium enterprises in the region.

"These agreements work hand-in-hand with our overall efforts to strengthen America's global competitiveness by increasing export opportunities," SBA Administrator Karen Mills said. "Promoting entrepreneurship in the Middle East not only helps transform our relationship with the region, but also opens up new markets and export opportunities for American small businesses and helps create good jobs here at home."

The first agreement of this kind, the MOU between SBA and the Sultanate of Oman was signed on Feb. 16, at the opening of the Oman SME Financing Conference. More than 200 business owners and entrepreneurs attended the conference, where SBA Associate Administrator for Entrepreneurial Development Penny Pickett gave the keynote address. On Feb. 18, SBA and the Kingdom of Bahrain signed a similar agreement.

"The SBA has over 60 years of experience supporting small businesses as they start, grow, and thrive. We will draw on that experience to help the people of Oman and Bahrain as they work to expand small business ownership in the region," Pickett said.

The MOUs are the result of an agreement between the SBA and the State Department's Office of Middle East Partnership Initiative (MEPI) to support entrepreneurial development and provide technical assistance in the Middle East and North Africa. MEPI creates vibrant partnerships between the U.S. and the citizens of the Middle East and North Africa to foster development of pluralistic, participatory, and prosperous societies throughout the region. MEPI works with local and international non-governmental organizations, the private sector, academic institutions and governments to expand political participation, strengthen civil society and the rule of law, empower women and youth, create educational opportunities, and foster economic growth.

Senate Approves Extension of SBA Programs

Reprinted from www.sbc.senate.gov/public



WASHINGTON – The United States Senate approved an extension of several of the Small Business Administration's (SBA) programs through April 30, 2010. This includes the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, which without the extension would expire. Upon passage of the extension, Senate Committee on Small Business and Entrepreneurship Chair Mary L. Landrieu, D-La., issued the following statement:

"A three-month extension of the SBA and its programs, including important programs to spur innovation and research, ensures that these programs will persist while we continue negotiations with the House to reach a strong compromise on the future of the SBIR and STTR programs. These research initiatives are vital to our country's competitiveness and to job creation, as about 20 percent of SBIR participants say they started their company in part because of a prospective SBIR award. As we seek to improve the economy and create jobs, now is not the time to let these job-creating programs slip by the wayside.

"This is a good opportunity for the agencies and the states to work together to promote the programs and encourage entrepreneurs, engineers and scientists looking for jobs to apply for these research and development projects – putting them back to work and helping our country tap new talent to create cutting-edge innovations for our military and new advances in health care and alternative energy."

Small firms employ 41 percent of the nation's high-tech workers and generate 13 to 14 times more patents per employee than large firms. The SBIR program alone has generated more than 84,000 patents and millions of jobs. Eleven federal agencies participate in the SBIR program – including the Department of Defense and National Science Foundation – allocating 2.5 percent of their extramural research and development dollars for the program.

Landrieu, Snowe Introduce Bill to Boost Small Business Contracts

Reprinted from www.sbc.senate.gov/public

Legislation would help increase small business sales and create jobs.

WASHINGTON – U.S. Senate Committee on Small Business and Entrepreneurship Chair, Mary L. Landrieu, D-La., and Ranking Member Olympia J. Snowe, R-Maine, have introduced a bill to modernize and strengthen the Small Business Administration’s government contracting programs to help increase small business sales and create American jobs.

“Government contracts are perhaps one of the easiest and most inexpensive ways the government can help immediately increase sales for America’s entrepreneurs, giving them the tools they need to keep our economy strong and create jobs,” Sen. Landrieu said. “These contracting opportunities represent job creation for small businesses in a way that is unique. When large businesses get new work they typically spread that work among existing employees. When small businesses get these contracts they must staff up to meet the increased demand. By increasing contracts to small businesses by just 1 percent, we can create more than 100,000 new jobs – and today, we need those jobs more than ever.”

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“Federal contracting opportunities have served as a vital tool for American small businesses, helping them to grow, expand, and hire,” said Ranking Member Snowe. “Yet the ability of these companies to earn Federal contracts is frequently stunted by the egregious and repeated failure of Federal agencies to meet their statutory 23-percent small business ‘goalings’ requirements. Our bill, which is based on legislation I originally introduced as Chair of this Committee in the 109th Congress, will endow the SBA with additional and improved instruments to remedy this consistent underperformance and meet the myriad demands of an ever-changing 21st century contracting environment.”

The Small Business Contracting Revitalization Act of 2010 would:

- Require agencies to consider small businesses when placing orders on large contracts;
- Close many loopholes that give big businesses an unfair advantage;
- Add protections for small firms and sub-contractors;
- Reduce bundled contracts by reserving more contracts for small business concerns
- Shine light on which agencies bundle and why.

Laser Scores *(Continued from page 8)*

At 8:44 p.m. (PST), February 11, 2010, a short-range threat-representative ballistic missile was launched from an at-sea mobile launch platform. Within seconds, the ALTB used onboard sensors to detect the boosting missile and used a low-energy laser to track the target. The ALTB then fired a second low-energy laser to measure and compensate for atmospheric disturbance. Finally, the ALTB fired its megawatt-class High Energy Laser, heating the boosting ballistic missile to critical structural failure. The entire engagement occurred within two minutes of the target missile launch, while its rocket motors were still thrusting.

This was the first directed energy lethal intercept demonstration against a liquid-fuel boosting ballistic missile target from an airborne platform. The revolutionary use of directed energy is very attractive for missile defense, with the potential to attack multiple targets at the speed of light, at a range of hundreds of kilometers, and at a low cost per intercept attempt compared to current technologies. Col William J. Thornton, commander of the 412th Test Wing, the wing that provides executive level command and control over all test squadrons at Edwards said, "This has been a long and technically challenging program.

I am proud of the entire team that worked so hard over the last several years to ensure this test program would be safe and successful."

Less than an hour later, a second solid fuel short-range missile was launched from a ground location on San Nicolas Island, California and the ALTB successfully engaged the boosting target with its High Energy Laser, met all its test criteria, and terminated lasing prior to destroying the second target. The ALTB destroyed a solid fuel missile, identical to the second target, in flight on February 3, 2010.

"The multi-year dedication and commitment of the entire team to include numerous supporting squadrons and agencies at the AF Flight Test Center has truly been remarkable to witness," said Colonel Contratto. "To a person, I can confidently state that we all feel extremely honored and privileged to be a part of this effort and look forward to leading the program forward to additional successes in the future."

Colonel Thornton added, "The 412 Test Wing and Edwards AFB have a long and proud history of 'firsts'. ... The Airborne Laser Program ranks among the top achievements here at Edwards and rivals some of the greatest advances in recent history.

Senators Introduce Legislation to Improve HUBZone Program by Implementing GAO Recommendations

Reprinted from www.sbc.senate.gov/public

Washington, D.C. – U.S. Senate Committee on Small Business and Entrepreneurship Ranking Member Olympia J. Snowe (R-Maine) and Chair Mary L. Landrieu (D-La.) were joined by former Committee Chair Kit Bond (R-Mo.) and U.S. Senator Jeff Merkley (D-Ore.) today in introducing legislation to make improvements to the Historically Underutilized Business Zone – or HUBZone – program. Their bill, the HUBZone Improvement Act of 2010, addresses the Government Accountability Office’s (GAO) recommendations for improving the Small Business Administration’s (SBA) management and oversight of the HUBZone program, which provides contracting assistance to small businesses located in economically distressed regions.

“Let there be no doubt that with the federal government contracting for over \$500 billion in goods and services in Fiscal Year 2009 alone, we must have a robust and transparent HUBZone program for small businesses to continue generating jobs in our nation’s most economically distressed communities,” said Senator Snowe. “While the SBA has taken several critical steps to reduce fraud within this critical program, the GAO reports underscore that further improvements are necessary if the agency is to eliminate mismanagement and abuse. The purpose of this legislation is to ensure that only eligible firms participate in the HUBZone program by providing the SBA a clear roadmap to improve the management, oversight and evaluation of the program.”

“The HUBZone Improvement Act helps to create jobs and level the playing field for small firms by making sure the HUBZone program works as intended,” said Senator Landrieu. “By providing needed oversight, this bill ensures that federal contracting dollars are spent wisely on the small businesses that need help and have the greatest potential to grow our nation’s most economically distressed areas.”

“The HUBZone Improvement Act is an important step in reforming a program that has become a vital tool in creating jobs and revitalizing the communities that need it most,” said Senator Bond. “I’m proud to join this bipartisan group of Senators to help small businesses continue to rebuild, revitalize and bring hope to so many of our neighborhoods.” “HUBZones are valuable economic empowerment tools for distressed communities,” said Senator Merkley. “But they are

not as flexible and responsive to changing economic conditions as they should be. This bill is an important first step to improve the HUBZone programs but it will not be the last. I will continue to work with my colleagues to ensure that we are doing everything possible – as quickly as possible – to help communities get back on their feet.”

This critical legislation comes on the heels of several GAO reports critical of the SBA’s oversight of the program, including two June 2008 reports and an additional report released on March 25, 2009. Specifically, the GAO found that mechanisms the SBA uses to certify and monitor HUBZone firms provide limited assurance that only eligible firms participate in the program. The GAO also stated that the “SBA’s control weaknesses exposed the government to fraud and abuse.” Furthermore, the agency expressed concerns that the SBA had no proper means to adequately assess program results.

The bill, which is similar to Senator Snowe’s HUBZone Improvement Act of 2008 (S.3699) from the 110th Congress, would require the SBA to:

- Maintain a correct, accurate and updated map to identify HUBZone areas
- Implement policies that ensure only eligible firms participate in the program
- Employ appropriate technology to control costs and maximize efficiency
- Notify the Congressional Small Business Committees of any backlogs in applications and/or re-certifications with plans and timetables for eliminating the back log
- Implement plans to access the effectiveness of the HUBZone program
- Ensure small businesses meet the 35 percent HUBZone residency requirement at the time of bid as well as contract award

2010

Calendar of Events



March 8 – 11, 2010

DoD Mentor Protégé Conference
National Harbor, MD

March 22 – 24, 2010

8th Annual AIAA Missile Defense Conference
Washington, DC

April 6, 2010

UAHuntsville PTAC Business Matchmaker
Huntsville, AL

April 10 – 15, 2010

APTAC 25th Anniversary Spring Conference & Membership Meeting
San Antonio, TX

April 21, 2010

20th Annual OSDBU Procurement Conference 2010
Chantilly, VA

May 25 – 26, 2010

NDIA 7th Annual National Small Business Conference
Huntsville, AL

May 27, 2010

Missile Defense Annual Small Business Programs Conference
Huntsville, AL

Small Business Legislative Updates

H.R.4125

Title: To amend the Small Business Act to improve services for small business concerns owned and controlled by service-disabled veterans, and for other purposes.
Sponsor: Rep Nye, Glenn C., III [VA-2] (introduced 11/19/2009)
Cosponsors: (9)
Committees: House Small Business
Latest Major Action: 11/19/2009 Referred to House committee.
Status: Referred to the House Committee on Small Business.

H.R.4253

Title: To amend the Small Business Act to change the net worth amount under the small business program for socially and economically disadvantaged individuals from \$750,000 to \$978,722, and for other purposes.
Sponsor: Rep Butterfield, G. K. [NC-1] (introduced 12/9/2009)
Cosponsors: (None)
Committees: House Small Business
Latest Major Action: 12/9/2009 Referred to House committee.
Status: Referred to the House Committee on Small Business.

H.R.4420

Title: To amend the Small Business Act with respect to misrepresentation through the use of a pass-through business, and for other purposes.
Sponsor: Rep Sestak, Joe [PA-7] (introduced 1/12/2010)
Cosponsors: (1)
Committees: House Small Business
Latest Major Action: 1/12/2010 Referred to House committee.
Status: Referred to the House Committee on Small Business.

H.R.4422

Title: To establish the Minority Entrepreneurship and Business Development Program, and for other purposes.
Sponsor: Rep Sestak, Joe [PA-7] (introduced 1/12/2010)
Cosponsors: (None)
Committees: House Financial Services; House Education and Labor; House Small Business
Latest Major Action: 1/12/2010 Referred to House committee.

This section of our newsletter is dedicated to current and upcoming legislation affecting the small business community.

Status: Referred to the Committee on Financial Services, and in addition to the Committees on Education and Labor, and Small Business, for a period to be subsequently determined by the Speaker, in each case for consideration of such provisions as fall within the jurisdiction of the committee concerned.

H.R.4496

Title: To ensure that small businesses have their fair share of Federal Procurement opportunities, and for other purposes.
Sponsor: Rep Graves, Sam [MO-6] (introduced 1/21/2010)
Cosponsors: (8)
Committees: House Small Business; House Oversight and Government Reform; House Judiciary
Latest Major Action: 2/12/2010 Referred to House subcommittee.
Status: Referred to the subcommittee on Government Management, Organization, and Procurement.

S.2770

Title: A bill to amend the Small Business Act to establish a Veterans Business Center program, and for other purposes.
Sponsor: Sen Gillibrand, Kirsten E. [NY] (introduced 11/10/2009)
Cosponsors: (None)
Committees: Senate Small Business and Entrepreneurship
Latest Major Action: 11/10/2009 Referred to Senate committee.
Status: Read twice and referred to the committee on Small Business and Entrepreneurship.

H.R.4508

Title: To provide for an additional temporary extension of programs under the Small Business Act and the Small Business Investment Act of 1958, and for other purposes.
Sponsor: Rep Velazquez, Nydia M. [NY-12] (introduced 1/26/2010)
Cosponsors: (None)
Committees: House Small Business
Latest Major Action: Became Public Law No: 111-136

H.R.4549

Title: To authorize the Administrator of the Small Business Administration to make grants to small business concerns to assist the commercialization of research developed with funds received under the second phase of the Small Business Innovation Research Program
Sponsor: Rep Tonko, Paul D. [NY-21] (introduced 1/27/2010)
Cosponsors: (4)
Committees: House Small Business; House Science and Technology
Latest Major Action: 1/27/2010 Referred to House committee.
Status: Referred to the Committee on Small Business, and in addition to the Committee on Science and Technology, for a period to be subsequently determined by the Speaker, in each case for consideration of such provisions as fall within the jurisdiction of the committee concerned.

S.2989

Title: A bill to improve the Small Business Act, and for other purposes.
Sponsor: Sen Landrieu, Mary L. [LA] (introduced 2/4/2010)
Cosponsors: (2)
Committees: Senate Small Business and Entrepreneurship
Latest Major Action: 2/25/2010 Senate committee/subcommittee actions.
Status: Committee on Small Business and Entrepreneurship. Date of scheduled consideration. SR-485. 10:00 a.m.

S.3020

Title: A bill to direct the Administrator of the Small Business Administration to reform and improve the HUBZone program for small business concerns, and for other purposes.
Sponsor: Sen Snowe, Olympia J. [ME] (introduced 2/23/2010)
Cosponsors: (3)
Committees: Senate Small Business and Entrepreneurship
Latest Major Action: 2/23/2010 Referred to Senate committee.
Status: Read twice and referred to the Committee on Small Business and Entrepreneurship.

Featured Small Business

(Continued from page 6)

MNB also provides Office of Management and Budget (OMB) Exhibit 300 and Exhibit 53 consulting and evaluation support for the DoD and Overseas Private Investment Corporation CIOs. MNB has received numerous accolades for careful analyses and thoughtful evaluation of complex DoD and Federal sector client budget exhibits for IT programs submitted to OMB, as part of annual Fiscal Year budget submissions. Also, MNB provides FISMA compliance reporting support for the annual MDA submission to DoD. Specifically, MNB developed useful technical applications and a practical methodology to process and track the various reporting data for MDA program managers, system owners and reporting authorities to information was available for timely tracking against FISMA reporting criteria. Since MNB assumed this responsibility in FY2006, MDA has successfully achieved three DoD CIO assigned ratings of "A" in FISMA compliance—most recently scoring 100—ensuring a high degree of information assurance compliance for the critical and complex ballistic missile defense system.

MNB also provides strategic IT facilities planning for the ongoing MDA relocation from the National Capital Region to the Redstone Arsenal in Huntsville, AL, including clearly thought out courses of action for IT facilities relocation and realignment, which addresses, within MDA budget resource constraints, compliance of land use requirements. In addition to their MDA work through GDIT, MNB has also provided IT program/project management, project management training and IT governance support to the US Departments of Transportation and Treasury, as well as private sector clients.

As a result of MNB's excellent work as a subcontractor to GDIT, they received an Honorable Mention at the Veterans Affairs' (VA) Center for Veterans Enterprise 7th Annual Champions of Veterans Enterprise Ceremony held June 12, 2008.



Stay Connected...

MDA OSBP Website

The MDA Office of Small Business Programs has created a website (www.mdasmallbusiness.com) to help serve MDA and its relevant small business community needs. The site hosts data provided by small businesses invited to create and manage their profiles. This enables MDA personnel and support staff to conduct market research and identify company capabilities as we consider possible future small business set-asides.

The MDA OSBP has also developed a searchable repository of firms that have an interest in performing under the Ground-Based Midcourse Defense (GMD) Development and Sustainment Contract (DSC) effort (The GMD Marketplace). The purpose of the GMD Marketplace is to create a public matchmaking tool that helps businesses market their capabilities and/or search for other businesses to partner/team with in reference to GMD requirements.

If your company performs work under NAICS 541712, and is capable of contributing to one of the GMD DSC top level activities, please visit and join the GMD DSC Marketplace by adding/completing your business profile and indicating your interest in the applicable top level GMD activities listed on the site www.mdasmallbusiness.com/gmd.

For details of the solicitation and to see the Draft Statement of Objectives, please visit www.fbo.gov and search for solicitation # HQ0147-10-R-0016.

Websites of Interest

Missile Defense Agency (MDA)

www.mda.mil

MDA Office of Small Business Programs

www.mda.mil/smallbusiness

MDA SBIR and STTR Programs

www.mdasbir.com

Fed Biz Opps - (MiDAESS)

www.fbo.gov

MDA Business Acquisition Center

www.mda.mil/business/acquisition_center.html

Electronic Subcontracting Reporting System (eSRS)

www.esrs.gov

MDA Technology Applications Program (Technology Transfer)

www.mdatechnology.net

U.S. Senate Committee on Small Business & Entrepreneurship

www.sbc.senate.gov

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