



# Ballistic Missile Defense Organization

## SADBU

# UPDATE



A Quarterly Newsletter for Small Businesses

VOLUME I NUMBER VI

SMALL AND DISADVANTAGED BUSINESS UTILIZATION

December 1998

## SYSTEM PLANNING CORPORATION (SPC)

Profile of a small business



**Dr. Ronald L. Easley**  
President and CEO

System Planning Corporation (SPC) is a high technology firm founded in 1970. Its founder and chief executive officer, Dr. Ronald L. Easley, has a long history of support to U.S. Ballistic Missile Defense programs. Before he started SPC, Dr. Easley worked as a missile and space vehicle re-entry scientist for the Army at Redstone Arsenal in Huntsville, Alabama. He also worked in the Pentagon as the Assistant Director for Strategic Systems Review and Analysis in the Office of the Director, Defense Research & Engineering.

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## HBCU/MI

### Broad Agency Announcement

The Ballistic Missile Defense Organization (BMDO) issued its Broad Agency Announcement (BAA) for research efforts set aside for historically black colleges and universities and minority institutions (HBCU/MI) on the Internet in CBDNet on October 13, 1998. The announcement was published in Issue Number PSA 2201 of the Commerce Business Daily on Thursday, October 15, 1998. The BAA listed the research topics of interest, evaluation criteria, and proposal submittal information. All proposals were to be submitted no later than November 23, 1998. Contracts are expected to be awarded during the third or fourth quarter of Fiscal Year 1999 by BMDO's Executing Agents. There are usually approximately 10 to 12 two-year awards resulting from each BAA. ♦

### Recent New Contracts Awarded by BMDO

On August 3, 1998, Space Applications Corporation was awarded a delivery order, valued at \$37,053 (including options), to analyze and evaluate current Theater Missile Defense processes in order to provide enhanced support for multinational forces. The contract had a 58-day performance period that ended September 30, 1998.

On August 25, 1998, SciComm, Inc., was awarded a contract under the Small Business Administration's 8 (a) Program, valued at \$639,590 (including options), to review, assess, coordinate, edit and process all Ballistic Missile

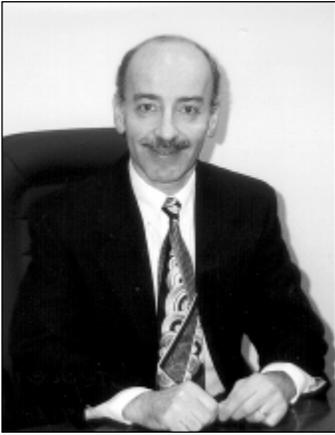
Defense (BMD) related documents that contain information of historical significance in order to compile a thorough history of the Ballistic Missile Defense Organization's (BMDO) contribution to BMD. The contract has a two-year base period with three one-year options and is scheduled to end August 2003, if all options are exercised.

On August 25, 1998, Technion Research & Development Foundation, LTD, was awarded a contract, valued at \$50,000, to explore innovative approaches utilizing differential game theory in the development of a kinetic kill vehicle homing guidance law and identify implementation issues. The contract has a one-year base period with no options and is scheduled to end September 1999.

On November 2, 1998, Beta Analytics International, Inc. was notified of a contract award, effective January 15, 1999, valued at \$20,728,506 (including options) to provide technical support in the areas of information assurance, international security, organizational security and special programs, program protection and assurance, and counterintelligence. The contract has a two-year base period and three one-year options and is scheduled to end June 15, 2004, if all options are exercised. ♦

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**Stephen M. Moss**  
Director/SADBU

## Director's Message

It is a pleasure to have this opportunity to return as the Director of Small and Disadvantaged Business

Utilization and continue the work I started in November 1987. I have been an advocate of small business and historically black colleges and universities and minority institutions (HBCU/MI) for quite some time and am glad to be back to officially advocate these sectors of our community.

The precedent established by LTC Arthur Gottlieb to maximize participation of the small business and HBCU/MI communities will be difficult to surpass. However, my goals include helping small businesses not only stay in business, but grow and succeed in the federal government procurement market. I look forward to working with you and to providing opportunities for all small businesses to help achieve the mission of the Ballistic Missile Defense Organization.

My associates, Janet Farrow and Pravat Choudhury, and I will be participating in numerous small business conferences in the upcoming months. I encourage you to attend and seize these opportunities to network and develop strategic relationships. These conferences also provide an opportunity for small businesses to obtain current information on small business initiatives and network with federal agency representatives and other businesses.

In closing, please keep us informed of any ways we might enhance our services to you. We are committed to doing our best to meet your organizational needs. ♦

## Helping Small Businesses SCORE

The Small Business Administration (SBA) statistics show that between 1992 and 1996 small businesses provided virtually all of the net new jobs and in 1996 represented 99.7 percent of all employers. Small businesses also provide 55 percent of innovations and, in 1993, accounted for 28 percent of jobs in high technology sectors. Clearly, the welfare of this important sector of the economy is critical to the future economic growth of the United States.

To ensure the strength of this sector of the U.S. economy, the SBA contributes grant funding to the Service Corps of Retired Executives (SCORE) Association. Founded in 1964, SCORE has served more than 3.5 million clients with free one-on-one entrepreneur counseling and low-cost small business workshops.

SCORE members are working and retired business owners and executives that offer advice on topics such as developing a business plan, securing financing, and managing business growth. Because every business concern is different, SCORE business counselors represent a variety of talents, skills, and ethnicity. The organization also produces free publications to help businesses succeed. Some of those publications include: *How to Secure Financing*, *How to Choose the Best Bank for Your Business*, and *No One Knows More About Small Business Ownership*.

With 389 chapters in locations throughout the U.S. and its territories, SCORE holds more than 4,700 workshops or seminars each year that address topics such as *Starting and Expanding Your Business*, *Developing Your Business Plan*, *Promoting Your Product* and *Getting Your Lender to Say Yes*.

For more information about SCORE's small business counseling or training, the organization may be contacted by telephone at 1-800-634-0245 or on the World Wide Web at <http://www.score.org>. ♦

## PROCUREMENT OPPORTUNITIES

**VISIT THE BMDO ACQUISITION  
REPORTING BULLETIN BOARD (BARBB)  
ON THE INTERNET**

<http://www.acq.osd.mil/bmdo/barbb/barbb/htm>

# ***BMDO NEWS...***

## **BMDO Executive Assistant Change Announced**

On October 7, 1998, BMDO Director, Lt Gen Lester Lyles announced the assignment of Lt Col Grace Washburn, USAF, as his new Executive Assistant, replacing CDR Steve Des Jardins. She officially assumed that position on October 19, 1998.

Lt Col Washburn was previously the Program Integrator for the Theater High Altitude Area Defense (THAAD) system program in BMDO's System Acquisition Directorate.

CDR Des Jardins will assume command of the USS Elliot (DD 967) in San Diego.

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## **SBIR Program**

The Department of Defense Small Business Innovation Research (SBIR) Program Solicitation 99.1 was publicly released on October 1, 1998. The announcement specified that proposals could be submitted beginning December 1, 1998 and the deadline for receipt of proposals is January 13, 1999. This solicitation can be downloaded from the following Internet address: <http://www.acq.osd.mil/sadbu/sbir/solicit.html>.

For a quick look at the BMDO SBIR topics for 1999, go to <http://winbmdo.com/>.

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## **STTR Program**

The Ballistic Missile Defense Organization's (BMDO) Small Business Technology Transfer (STTR) solicitation for Fiscal Year 1998 resulted in the selection of 22 technology ideas for Phase I funding. The solicitation was issued on December 1, 1997 and closed on April 15, 1998.

## **BMDO Participation at the National Small Business Innovation Research (SBIR) Conference**

The National SBIR Conference was held at the Hynes Convention Center in Boston, Massachusetts, on November 3-5, 1998. These national SBIR conferences are held two or three times each year in different parts of the United States. They offer an exceptional opportunity for small businesses interested in the SBIR Program, since the SBIR Program Managers from all federal agencies are available at the conferences to discuss their various SBIR programs.

Mr. Jeff Bond, the BMDO SBIR Program Manager, an active participant at these conferences, was present at the recent conference in Boston, discussing the BMDO SBIR Program with the attendees. Mr. Stephen Moss, BMDO's Director of Small and Disadvantaged Business Utilization, also was on hand, meeting with small businesses and providing useful information concerning doing business with the BMDO.

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## **DEPSCoR Solicitation**

As of the closing date of September 10, 1998, there were 11 proposals submitted to the Ballistic Missile Defense Organization (BMDO) for the Fiscal Year 1999 Department of Defense Experimental Program to Stimulate Competitive Research (DEPSCoR) solicitation. The award recommendations were announced on November 30, 1998. The proposed start date for the program is scheduled for March 1, 1999.

## **DURIP Solicitation**

There were a total of 55 proposals received by the Ballistic Missile Defense Organization (BMDO) for the Fiscal Year 1999 Defense University Research Instrumentation Program (DURIP) solicitation by the closing date of August 20, 1998. Selections for the awards are scheduled to be made in January 1999 and the awards are set to be in place in March 1999.

## **MURI Solicitation**

By the closing date of October 27, 1998, 14 proposals for the Fiscal Year 1999 Multidisciplinary Research Program of the University Research Institute (MURI) solicitation were received. Selections for the awards are scheduled to be made on January 12, 1999 and the awards are planned to be in place by April 30, 1999.

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## **BMDO Research and Engineering Directorate Solicitation**

The Fiscal Year 1999 Broad Agency Announcement for the Ballistic Missile Defense Organization's Research and Engineering Directorate was released on November 5, 1998. For additional information about this solicitation, please contact Carol Williams at (703) 604-3904.

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## **BMDO's Forum '99**

Conference planning for Forum '99 is now under way. As information becomes available, we will make the necessary announcements. We strongly encourage participants in the Small Business Community to watch for the release of this information and make every opportunity to attend.

# SBA NEWS...

The following was a Small Business Administration news release published on September 2, 1998.

## SBA Announces Pilot Project to Boost Federal Contracts to "Very Small Businesses"

WASHINGTON - Small businesses with fewer than 15 employees will get the first shot at federal contracts under \$50,000 in 10 regions around the country under a new U.S. Small Business Administration (SBA) pilot program announced today by SBA Administrator Aida Alvarez.

"Today's announcement strengthens SBA's commitment to help the nation's smallest businesses get a foot in the doorway of the \$200 billion federal marketplace for goods and services," Administrator Alvarez said. "These emerging businesses are proven job creators, but they have been inhibited by their size in competing for lucrative federal contracts. Now we're going to see what happens when they get the first shot."

The regulations governing the Very Small Business Set-Aside Pilot Program were published today in the *Federal Register*. The pilot is to last until Sept. 30, 2000. The rules define a "very small business" as one with 15 or fewer employees together with less than \$1 million in average annual receipts. Federal contracts ranging in size from \$2,500 to \$50,000 for those businesses are to be set aside for those businesses, if certain conditions are met.

Under the pilot program, federal procurement contracts between \$2,500 and \$50,000 must be set aside and reserved for very small businesses if:

- The contract activity - whether it involves the sale of goods or of services - will be performed in one of the 10 geographical areas included in the pilot, and
- There is a reasonable expectation of obtaining competitive bids from two or more responsible very small businesses that are headquartered in that same geographical area.

In FY 1997, there were 247,381 federal contracts under \$50,000. They had a total dollar value of nearly \$5.2 billion, and amounted to about 2 percent of all federal contracts.

The program is being piloted in the areas served by SBA district offices in Albuquerque, NM; Los Angeles, CA; Boston, MA; Louisville, KY; Columbus, OH; New Orleans, LA; Detroit, MI; Philadelphia, PA; El Paso, TX, and Santa Ana, CA. A list of the areas covered by these SBA field offices is attached.

### AREAS INCLUDED IN PILOT DISTRICTS

**Albuquerque:** the entire state of New Mexico

**Los Angeles:** counties of Los Angeles, Santa Barbara and Ventura \*

**Boston:** the entire state of Massachusetts

**Louisville:** the entire state of Kentucky

**Columbus:** the Ohio counties of Adams, Allen, Ashland, Athens, Auglaize, Belmont, Brown, Butler, Champaign, Clark, Clermont, Clinton, Coshocton, Crawford, Darke, Delaware, Fairfield, Fayette, Franklin, Gallia, Greene, Guernsey, Hamilton, Hancock, Hardin, Highland, Hocking, Holmes, Jackson, Knox, Lawrence, Licking, Logan, Madison, Marion, Meigs, Mercer, Miami, Monroe, Montgomery, Morgan, Morrow, Muskingum, Noble, Paulding, Perry, Pickaway, Pike, Preble, Putnam, Richland, Ross, Scioto, Shelby, Union, Van Wert, Vinton, Warren, Washington and Wyandot

**New Orleans:** the entire state of Louisiana

**Detroit:** the entire state of Michigan

**Philadelphia:** the entire state of Delaware and the Pennsylvania counties of Adams, Berks, Bradford, Bucks, Carbon, Chester, Clinton, Columbia, Cumberland, Dauphin, Delaware, Franklin, Fulton, Huntingdon, Juniata, Lackawanna, Lancaster, Lebanon, Lehigh, Luzerne, Lycoming, Mifflin, Monroe, Montgomery, Montour, Northampton, Northumberland, Philadelphia, Perry, Pike, Potter, Schuylkill, Snyder, Sullivan, Susquehanna, Tioga, Union, Wayne, Wyoming and York

**El Paso:** the Texas counties of Brewster, Culberson, El Paso, Hudspeth, Jeff Davis, Pecos, Presidio, Reeves and Terrell

**Santa Ana:** the California counties of Orange, Riverside and San Bernardino\*

\* For the purposes of the pilot program, the areas covered by the Los Angeles and Santa Ana district offices will be considered to be a single geographical area.

*The U.S. Small Business Administration, established in 1953, provides financial, technical and management assistance to help Americans start, run, and grow their businesses. With a portfolio of business loans, loan guarantees and disaster loans worth more than \$45 billion, the SBA is the nation's largest single financial backer of small businesses. Last year, the SBA offered management and technical assistance to more than one million small business owners. The SBA also plays a major role in the government's disaster relief efforts by making low-interest recovery loans to both homeowners and businesses. America's 23 million small businesses employ more than 50 percent of the private workforce, generate more than half of the nation's gross domestic product, and are the principal source of new jobs in the U.S. economy. ♦*

## Legislative/Regulation Update

### Price Evaluation Adjustments (48 CFR Part 19)

The Office of Federal Procurement Policy (OFPP) released a notice of determination on new acquisition rules related to the Price Evaluation Adjustment (PEA) for small disadvantaged businesses which was published in the *Federal Register* on June 30, 1998. The PEA is used in competitive acquisitions, with some exceptions, when acquiring supplies or services in those Standard Industrial Classification (SIC) major groups (the first two digits of the SIC Code), as determined by the Department of Commerce (DOC). On September 30, 1998, an interim rule, which amends the Federal Acquisition Regulations (FAR) concerning programs for small disadvantaged business (SDB) concerns, was published in the *Federal Register*. The interim rule became effective for all solicitations issued on or after October 1, 1998. This rule also made a request for comments to be considered in the formulation of the final rule. The comment period ended on November 30, 1998.

### HUBZone Program

On June 11, 1998, the Small Business Administration published guidance pertaining to the operation of the HUBZone Program. This program is designed to encourage small businesses to set up and operate in areas located within one or more distressed urban or rural areas. On October 9, 1998, the draft interim Federal Acquisition Regulation (FAR) rule was sent to the Civilian Agency Acquisition Council (CAAC). Under this interim rule the SBA proposes to add to its regulations a new Part 126 to implement a new program entitled the "HUBZone Empowerment Contracting Program."

### Contract Bundling

The Small Business Reauthorization Act of 1997 (Section 412) contains procedures and guidelines for contracting officers to follow when consolidating contracts. Contract bundling is simply defined as "the practice of consolidating two or more procurement requirements of a type that were previously solicited as separate smaller contracts into a single solicitation likely to be unsuitable for award to a small business concern..." The Federal Acquisition Regulation (FAR) coverage is currently on hold pending the publication of the Small Business Administration's final rule. ♦

## Note This

### Women-Owned Businesses

Attention is being focused on ways to increase the participation of women-owned businesses in the federal contracting marketplace. The Small Business Administration is working with several agencies to explore ways to increase government contracting opportunities for women-owned businesses.

Some time ago, the Department of Defense (DoD) established a Women-Owned Small Business (WOSB) Working Group for the purpose of furthering the interests of women businesses in the federal marketplace. This working group developed a set of standard presentation slides that can be tailored by individual small business specialists throughout the Department of Defense for training purposes. This will help make the federal contracting and technical personnel more aware of women-owned business issues. More importantly, the working group put together a web site that can be extremely useful to women-owned small businesses who are interested in doing business with the federal government. For a wealth of information, visit <http://acq.osd.mil/sadbu/wosb> on the Internet. This is one Internet address that you will want to add to your "bookmarks" or "favorites," and refer to it frequently.

The DoD WOSB web site also contains the names and telephone numbers of members of the working group. The group is chaired by Janet Koch from the Office of Small and Disadvantaged Business Utilization in the Office of the Under Secretary of Defense (Acquisition and Technology). Other members include Jeanne Krug and Nancy Tarrant, Navy; LTC Pam Johnson, Army; Judy Schlott, Air Force; Pat Cleveland, Defense Logistics Agency; and Janet Farrow, who is from the Ballistic Missile Defense Organization and represents all the Other Defense Agencies. You are invited to contact these women with any suggestions or comments relating to ways to increase the participation of women-owned small businesses in federal contracting. ♦



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## Systems Planning Corporation

(Cont'd from Page 1)

Dr. Easley perceived the need for a profit-making firm to provide high-level policy and planning support to the Defense Department that would be more responsive and provide innovative high-tech solutions. Thus, SPC was founded and staffed initially with key scientists and engineers engaged in defense research and development important to the Army, Navy, Air Force, and other DoD agencies. This client base, expanded to include commercial *Fortune 500* companies in specialized technical areas, continues at this time.

SPC is headquartered in Arlington, Virginia, at 1000 Wilson Boulevard. It has a major facility, the SPC Technology Center, located 3 miles to the west in Arlington, Virginia; there are also offices in Crystal City, Virginia; Patuxent River, Maryland; and Mawson Lakes, South Australia. With nearly 300 employees and an annual revenue approaching \$45 million, SPC is recognized as a high technology firm which focuses on three principal areas: technology program management, design and fabrication of sophisticated electronic systems, and information technology applications.

SPC has established a reputation over its more than two decades of existence as a highly successful company capable of providing solutions to complex technical issues over a wide range of technologies. Issues examined range from defining the threat to U.S. ballistic missile defenses, to signature analysis of treaty-limited weapons production, to installation of security systems required for Olympic Games, to development of radar systems designed to ensure stealthiness of the latest aircraft in the U. S. airfleet.

The centers of excellence in SPC's organizational structure reveal the company's close association with the Department of Defense (DoD). Centers for Intelligence and Systems Engineering

specialize in supporting emerging technology development programs. Principal customers are the Ballistic Missile Defense Organization (BMDO), Defense Advanced Research Projects Agency, Defense Threat Reduction Agency, and the intelligence community. For BMDO, SPC has long provided countermeasures integration and support through independent and scientific assessments and technical evaluations concerning Ballistic Missile Defense (BMD) countermeasures by potential adversaries. The work is performed through independent technical analyses and assessments, participation in Countermeasures Integration Program reviews, and meetings and interchanges with other BMD program elements. The work involves evaluations of a full range of Weapons of Mass Destruction, and participation as a member of the threat Integrated Product Team, which includes representatives from throughout BMDO, National Ground Intelligence Center, Missiles and Space Intelligence Center, National Aerospace Intelligence Center, Central Intelligence Agency, and Defense Intelligence Agency. Technical analyses performed for BMDO have included the assessment of both biological warfare and chemical warfare delivery systems.

The Radar Physics Center and the Signature and Electronic Warfare Center provide products and services which set SPC apart as a unique entity in the local high technology consulting and support community. These centers provide a focus for programs relating to stealth and counterstealth technologies. They provide the design, development, fabrication and implementation of complex systems used by DoD and aerospace and industrial firms to design and measure the performance of their weapon systems. Five generations of SPC's radar cross section (RCS) measurement radars are being used to analyze signatures of very low observable systems. SPC expertise in RCS analysis was used by BMDO in the countermeasures program to conduct

a significant experiment demonstrating the effectiveness of radar-absorbing material as a penetration aid for a rest-of-world warhead.

The Information Technology Center applies information technologies to meet the requirements of operating programs and facilities; services span the range of security, facilities management, and computer center operations. SPC support to BMDO by this center has included enhancements to data management tools for BMDO Threat and Countermeasures Directorate programs, developing the Threat Reference Guide bibliographic database of threat documents, currently being used by more than 120 customers within the missile defense and intelligence communities; and developing a unique countermeasures database that includes more than 1 million pages of digitally scanned text that can be keyword searched.

Although DoD continues to be SPC's largest customer, the company also provides client services to other government agencies, including the intelligence community, the National Aeronautics and Space Administration, the Federal Emergency Management Agency, and the National Park Service. In the private sector, SPC serves a diverse group of the nation's largest aerospace firms, research laboratories, and *Fortune 500* companies. SPC has recently launched a major foray into the international technology arena, and has contracts with SAAB of Sweden, to provide radar cross section measurement equipment; a co-production agreement with Dassault Industries of France, for a low-cost radar to be employed at U. S. airports to provide flightline security; and an office has been established in South Australia, initially to support development of a generic threat simulator which will serve as an EW test subsystem for the Australian ministry of defense NULKA Decoy System.

*Continued on Page 7*

## Systems Planning Corporation

(Cont'd from Page 6)

SPC thrives on adaptability to change. New thrusts include supporting development of electric vehicles, robotic systems to explore and assess battlefield threats, and state-of-the-art datalink systems capable of providing remote viewing and sensing of various high threat

environments. New services include custom solutions to Internet service organizations and users. The company's future includes providing support for developing new uses for the World Wide Web. SPC's ability to quickly adapt to a changing world has kept the company growing, and continues to strengthen the company as evidenced by its penetration of new markets with high-tech products

and services. "If you're very good, have smart people, and you're a small company, there are plenty of things to do," says Dr. Easley. "Actually, we see the 21<sup>st</sup> century as a real growth period for us. Our new product starts and our penetration into niche markets in the foreign technology arena are perfectly timed to take advantage of the needs of our old and new clients." ♦

# Internet News

## Some Useful Internet Addresses

### Web Site Highlight

The Small Business Administration's Small Disadvantaged Business program web page includes information about the reorganized program as well as how to get certified and industries eligible for the ten percent price evaluation adjustment. The address to this web page is: <http://www.sba.gov/sdb/>

### Other Useful Web Sites

- The Procurement Technical Assistance Program (PTAP) is a not-for-profit organization designed to increase contracting activity between small businesses, prime government contractors and the government -- <http://www.gmu.edu/gmu/PTAP/>
- The Electronic Commerce Resource Center (ECRC) is a Department of Defense funded organization designed to help small businesses implement electronic commerce (EC) technologies and practices -- <http://www.ecrc.ctc.com/>
- Pro-Net is an electronic procurement information resource for and about small businesses. It is a search engine as well as a link to procurement opportunities and other information -- <http://pro-net.sba.gov/>
- CBDNet is the Government's official free electronic version of the Commerce Business Daily (CBD) -- <http://cbdnet.gpo.gov/>
- Defense Technical Information Center (DTIC) is the central Department of Defense facility for providing access to and facilitating the exchange of scientific and technical information -- <http://www.dtic.mil/>
- The Department of Defense Office of Small and Disadvantaged Business Utilization address is: <http://www.acq.osd.mil/sadbu/>
- The Small Business Administration (SBA) address is: <http://www.sba.gov/>
- The BMDO home page address is: <http://www.acq.osd.mil/bmdo/>
- The BMDO Small and Disadvantaged Business Utilization home page address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>
- The BMDO Acquisition Reporting Bulletin Board address is: <http://www.acq.osd.mil/bmdo/barbb/barbb.htm>
- The BMDO Chief Information Officer's home page address is: <http://www.acq.osd.mil/bmdo/ciomod/>
- The BMDO Technical Information Center address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/tic.html>
- The BMDO Office of Technology Applications' home page address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/transfer.html>

## CALENDAR OF EVENTS

### **DoD Regional Council for Small Business Education & Advocacy**

February (date to be determined)  
Washington, DC  
For more information contact:  
Wendi Smith  
(202) 267-2499

### **Introduction to Contracting with the Federal Government**

January 28, 1999  
Procurement Technical Assistance Program (PTAP)  
4031 University Drive, Suite 200  
Fairfax, VA  
For more information contact:  
Dana Slaughter  
(703) 277-7700

### **Marketing to the Federal Government**

March 3, 1999  
Procurement Technical Assistance Program (PTAP)  
4031 University Drive, Suite 200  
Fairfax, VA  
For more information contact:  
Dana Slaughter  
(703) 277-7700

### **Sales and Marketing of a GSA Schedule**

March 18, 1999  
Procurement Technical Assistance Program (PTAP)  
4031 University Drive, Suite 200  
Fairfax, VA  
For more information contact:  
Dana Slaughter  
(703) 277-7700

### **The Spring 1999 SBIR National Conference**

April 9-11, 1999  
Washington, DC  
For more information contact:  
teddy@seeport.com

### **Eighth Annual Small Business Opportunities Fair**

May 12, 1999  
NSWC - Dahlgren Division  
For more information contact:  
The National Small Business Council (NSBC)  
(301) 596-0770

## Database Update

Small businesses that have submitted database forms to the BMDO Small and Disadvantaged Business Utilization (SADBU) Office are reminded to respond to our request for updated information regarding organizational changes. An update form has been mailed to all firms currently listed in our database. The SADBU database is updated on a continuous basis and is used as a source for matching appropriate small businesses with BMDO technical requirements. The database is also used as a mailing list for our quarterly newsletter, *The SADBU Update*. If you have not received the update form, please request a database form to complete and return. You may also download the form from the BMDO SADBU home page on the Internet at <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>

If your firm is not currently in our database, please contact the SADBU Office to request a company profile form. For those firms interested in doing business with BMDO, a small business information packet, which contains information about contracting opportunities, is also available. To obtain this information, you may contact Janet Farrow by e-mail at [janet.farrow@bmdo.osd.mil](mailto:janet.farrow@bmdo.osd.mil) or call (703) 693-6634.



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