



Missile Defense Agency

# Office of Small Business Programs

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## IN THIS ISSUE

2

Message from the Deputy

3

Don't Get Scammed Just Because You Want to Get Into SAM

Three Do's of Government Contracting

4

MiDAESS Award Details

5

MiDAESS Award Details (cont'd.)

6

Mentor Protégé Program Update

7

Subcontracting Program Update

8

OSBP Update

## NEXT ISSUE

April 2013



## Message from the Director, Lee Rosenberg

Welcome back from the holidays. I sincerely hope everyone had a wonderful holiday season and wish every one of you a happy, healthy new year. Change

is ever present in our line of work and, as many of you know already, the Missile Defense Agency has had some significant leadership changes of late. We have a new Director, Vice Admiral James Syring, who comes to the Agency from serving as the Navy's PEO for Integrated Warfare Systems. We also have a new Deputy Director, Air Force Major General Samuel Greaves who comes to us after serving as the Director, Strategic Plans, Programs and Analyses, Headquarters Air Force Space Command. Additionally, Army Brigadier General Ole Knudson came on board in September as the new Program Executive for Programs and Integration after having served as the Army's PEO for Missile and Space and Rear Admiral Randy Hendrickson has moved from MDA Deputy Director to Program Executive for Aegis Ballistic Missile Defense. I plan to meet with each of them over the next several months and brief them on MDA's Small Business Program. I feel reasonably confident I will continue to get the great support from them that I enjoyed from their predecessors.

For those of you who have an interest in the MiDAESS program, we've kicked off the next round of task order recompletes. Over the next year and one half we'll be recompeting all the task orders. Each of the prime contract holders has a tentative schedule of those recompetes. If you're on someone's team, you should be checking with them to see when the task orders in which you have an interest are coming up for recomplete. If you're not on a MiDAESS team yet, now would be a good time to market your capabilities and attempt to get on a team. As with each of our newsletters, you'll find a complete list of MiDAESS base contract

holders and who are the current incumbents for the individual task orders.

We just awarded our Upgraded Early Warning Radar (UEWR) BMDS Integrated Test Support (BITS) contract to Decibel, Inc., a small business located in Huntsville, AL. Congratulations to Decibel and their employees for winning a tough competition and I look forward to their success in accomplishing the work. This marks a milestone for this office, in that, working with our Sensors Program Office, we were able to break the UEWR-BITS work out from a larger contract being performed by a large business and solicit it as a small business set-aside. Into the future, we're going to be looking for more opportunities to break out work from our larger contracts. Your assistance to our market research is vital to this effort. Providing quality responses to RFI's is critical to allowing our technical folks to make capability assessments which allow us to have confidence that breaking out work and soliciting as small business set-asides does not create undo risk to a program. It worked for UEWR-BITS and I'm confident it will work for future breakout opportunities.

One final thought: I'm hoping all of you are taking a hard look at the future and adjusting your business plans accordingly. While that future is still fuzzy, I know one thing for sure, the DoD marketplace that you may have dealt with in the past will change and you have to be prepared to change with it. Make sure you have the flexibility to change with that marketplace. That may mean you look for new or different markets, reassess your core business to insure it's efficient and cost effective, bring on or develop new skills for new markets, and generally focus on future markets which may or may not be very different from the ones in which you currently have business. You want to be one on the train into the future and not the one left at the station as the train moves out.



## Message from the Deputy, Genna Wooten

When I am out talking with small businesses, the most popular question with regards to procurements within MDA is “when are the MiDAESS Task Orders scheduled to be released?” Unfortunately, we can’t publish the exact dates of when these are scheduled to be released; however, I think we have come up with a solution that might help.

This past November, the MiDAESS program office held a MiDAESS Prime Contractors Conference at VBill on Redstone Arsenal. The intent of the conference was to update the MiDAESS Prime Contractors on any changes that may have occurred since the last Prime Contractors Conference and to provide information on the MiDAESS recompetes acquisitions. Listed below is a tentative schedule of upcoming recompetes dates:

FULL AND OPEN	<b>FUNCTIONAL CAPABILITY GROUP 2</b>	
	DP-01	October 2012
	DOB-02	January 15, 2013
	DOB-07	December 4, 2013
	DO-03	January 15, 2013
	<b>FUNCTIONAL CAPABILITY GROUP 3</b>	
	DE-01	April 22, 2013
	DE-03	April 3, 2013
	DE-05	March 5, 2013
	DE-07	January 31, 2013
	DE-08	March 26, 2013
	DE-10	January 30, 2013
	DE-11	January 7, 2013
	DT-01	January 24, 2013
	DT-02	January 7, 2013
	DT-04	July 9, 2013
	<b>FUNCTIONAL CAPABILITY GROUP 4</b>	
	DDW-01	November 2012
	DDW-02	January 24, 2013
	DT-08	April 16, 2013
	DPF-01	January 10, 2013
	DPF-02	January 17, 2013
	DPF-03	January 3, 2013
	<b>FUNCTIONAL CAPABILITY GROUP 5</b>	
	DS-01	August 2012
	<b>FUNCTIONAL CAPABILITY GROUP 6</b>	
	DE-15	March 12, 2013
	IC-03	March 26, 2013
	DEI-01	February 11, 2013
	DEI-02	January 7, 2013
	DEI-05	January 11, 2013
	<b>FUNCTIONAL CAPABILITY GROUP 7</b>	
	A3-01	October 2012
A3-02	June 4, 2013	
A3-03	October 2012	

SMALL BUSINESS SET-ASIDE	<b>FUNCTIONAL CAPABILITY GROUP 1</b>	
	QS-01	August 2012
	QS-02	November 2012
	QS-03	November 2012
	<b>FUNCTIONAL CAPABILITY GROUP 2</b>	
	DA-01	January 11, 2013
	DA-02	October 2012
	DI-01	February 4, 2013
	DO-04	January 7, 2013
	DO-06	December 2012
	DPL-01	October 2012
	<b>FUNCTIONAL CAPABILITY GROUP 3</b>	
	DE-02	July 11, 2013
	DE-04	October 2012
	DE-09	April 29, 2013
	DE-12	June 5, 2013
	DE-13	April 23, 2013
	DT-05	June 19, 2013
	DT-06	May 7, 2013
	DT-07	May 22, 2013
	IC-01	July 24, 2013
	IC-02	February 21, 2013
	<b>FUNCTIONAL CAPABILITY GROUP 5</b>	
	DOH-01	October 2012
	DOH-02	October 2012
	DS-02	November 2012
	DS-03	December 2012
	DS-04	November 2012
	DS-05	December 2012
	PA-01	October 2012

# Don't Get Scammed Just Because You Want to Get Into SAM

By Stephen Morris (SBA.gov)

You can count on it, just like clockwork: when a new federal program or interface or system is put in place, someone is going to try to squeeze some extra cash out of people who want to use it.

Here at SBA HQ, we've heard recently of attempts to do just that to people who want to register their small businesses in the new SAM database. SAM stands for System for Award Management.

SAM, which is being developed in phases – the first was released in July 2012 – is changing the way you do business by consolidating nine separate and distinct federal systems into one, thus allowing companies to use one login to access all the capabilities previously found in the nine separate legacy systems. Among the systems it's replacing is the Central Contractor Registration, or CCR, a database where companies that want to do business with the government register.

It wasn't long before the questions started bubbling up. One of the first was "Does it really cost \$599.00 to register for SAM?"

SBA field offices and resource partners – such as the Procurement Assistance Center at the Mohawk Valley Small Business Development Center – started hearing several reports over the past few months that their small business clients were being contacted by firms offering to get them set up in SAM for a fee of \$500 to \$599.

As Roxanne K. Mutchler, the Government Contracting Coordinator at the Mohawk Valley SBDC pointed out recently to some of these clients: "Please make your current and future clients aware that these are private, for-profit businesses that will charge the client for registering their business. There is no cost to register at the new SAM website! We can assist them with the process for FREE!"

The real SAM website is: <https://www.sam.gov/>. Always look for the ".gov" after "SAM" in the URL address. Private, for-profit businesses will not have the ".gov" suffix. Even if a site looks a lot like a federal government website, don't be fooled. Without the .gov ending, it isn't.

A couple of good places for helpful info about getting into the SAM database are the User's Guide issued by the General Services Administration, and the SAM FAQ. Both of these are in a PDF format, so you can download them easily to your own desktop. You can access many more online aids at the SAM website by clicking on the "Help" button and "User Guides."

One caution: Some people have been unable to reach the new SAM site. Mohawk Valley's Mutchler recommends changing one computer setting: In your Internet Explorer browser, go to "Tools" then "Internet Options" then "Advanced" and put a check mark at "Use TLS 1.0" (it's down near the bottom).

Another caution: Don't get sucked into paying for something that's free, and for which you can get free help from a Small Business Development Center in your area. Find one here: <http://www.sba.gov/local-assistance>. All you need is a zip code.

# Three Do's of Government Contracting

By Becky Martin

Having spent the majority of my career before coming to MDA in Industry, I took great pride in knowing how to work with my Government customers. Similarly, part of my duties as a Small Business Liaison Officer of a major prime was to mentor my small business subcontractors and help them understand the idiosyncrasies of Government contracting. After coming to MDA, and being given the responsibility of enhancing the Small Business Industrial Base, I felt that it is ultimately my job to help small businesses do business with our agency.

After being here for nearly three years I have found several pitfalls that some small businesses fall into that can limit their chances of becoming a prime contractor with the Agency or miss out on subcontract opportunities because of simple mistakes. These small things might seem elementary to some, but I want to provide three fixes just in case.:

1. **DO** be registered in the new System for Award Management (SAM) ([www.sam.gov](http://www.sam.gov)). This system combines the Central Contractor Registration (CCR), Federal Agency Registration (Fedreg), Online Representations and Certification Application (ORCA) and the Excluded Parties List System (EPLS) and is the starting point in your pursuit of contracting with the Federal Government. The integration of these legacy systems allows streamlined and integrated processes, elimination of data redundancies and reduces cost while providing improved capabilities.
2. **DO** make sure that you work with the Procurement Technical Assistance Centers (PTAC) in your area ([www.ptac-us.org](http://www.ptac-us.org)). These offices form a nationwide network of dedicated procurement professionals working to help local businesses compete successfully in the Government marketplace. PTACs are the bridge between buyer and supplier, bringing knowledge of both Government contracting and the capabilities of contractors to maximize fast, reliable service to our Government with better quality and at lower costs.
3. **DO** make sure that you meet with the different Small Business Program Office for each of the areas that you would like to get involved with. Find out which Agency your products and services fit best in and schedule an appointment for a capability brief to their Office of Small Business Programs Director. These offices will be happy to sit down with you, listen to your capabilities and inform you on how to do business with their Agency.

These are just a few of the things that will help you in your journey in Government contracting. Please feel free to give us a call at 256-450-2872 if you have any questions.



# MiDAESS Awards

## Full and Open

Blue text indicates IDIQ Awards  
 Red text indicates Task Order Awards  
 \* Black text indicates Recompete

Acquisition Support (Capability Group 2)				IDIQ Contract Award Date: 9/8/2010
Booz Allen Hamilton	HQ0147-10-D-0018			
Computer Sciences Corporation	HQ0147-10-D-0019	DOB-01-10	1/20/2011	Integration Synchronization
		DOB-03-10	1/21/2011	Budget Execution/Funds Control
Paradigm Technologies, Inc.	HQ0147-10-D-0020	DOB-02-10	2/28/2011	Strategic Financial Planning
Odyssey Systems Consulting Group	HQ0147-10-D-0021			

Engineering Support (Capability Group 3)				IDIQ Contract Award Date: 8/30/2010
ERC, Inc.	HQ0147-10-D-0006			
Madison Research Corporation	HQ0147-10-D-0007			
Computer Sciences Corporation	HQ0147-10-D-0008	DE-01-10	7/8/2011	System Engineering Integration
		DE-05-10	3/22/2011	Sensor Engineering
		DT-04-11	11/4/2011	General Test Support
General Dynamics IT	HQ0147-10-D-0009	DT-02-10	2/14/2011	Ground Test Support
Sparta, Inc.	HQ0147-10-D-0010	DE-03-10	6/8/2011	Weapons and Missile Systems
		DE-07-10	2/8/2011	Space Portfolio Engineering
		DE-08-10	5/24/2011	C3BM
		DE-10-10	5/26/2011	M&S Engineering
		DE-11-10	3/24/2011	Laser (Directed Energy) System Engineering
		DT-01-10	5/20/2011	Flight Test Support
		DT-03-10	5/5/2011	Component Test Support

Infrastructure and Deployment Support (Capability Group 4)				IDIQ Contract Award Date: 6/23/2010
Computer Sciences Corporation	HQ0147-10-D-0022	DDW-01-10	1/25/2011	Warfighter Interface
		DXF-01-10	3/10/2011	Facility, Logistics, and Space Management
		DXF-03-10	3/3/2011	Environment & Management
		DT-08-10	8/11/2011	Warfighter Operational Support
General Dynamics IT	HQ0147-10-D-0023			
Sparta, Inc.	HQ0147-10-D-0024	DDW-02-10	5/26/2011	Operations Support
		DXF-02-10	4/21/2011	Facilities Life-Cycle Management Site Activation Planning, Deployment, and Integration

Agency Operations Support (Capability Group 5)				IDIQ Contract Award Date: 6/17/2010
ALATEC, Inc.	HQ0147-10-D-0002	DS-01-12*	10/26/2012	Functional Management and Non-Matrix Admin. Support
Computer Sciences Corporation	HQ0147-10-D-0003			
EMC, Inc.	HQ0147-10-D-0004			

Security and Intelligence Support (Capability Group 6)				IDIQ Contract Award Date: 8/30/2010
Booz Allen Hamilton, Inc.	HQ0147-10-D-0011	DXS-02-10	4/18/2011	Declassification
		DXS-05-10	4/18/2011	Counter Intelligence
		DXC-03-10	7/22/2011	BMDs Information Assurance/Computer Network Defense
		DEI-03-12 *	5/1/2012	Intelligence
Lockheed Martin, Inc.	HQ0147-10-D-0012			
ManTech International Corporation	HQ0147-10-D-0013	DE-15-10		Cyber
		DXS-01-10	5/23/2011	Security and Program Protection

Agency Advisory Analytical Support (Capability Group 7)				IDIQ Contract Award Date: 2/14/2011
Booz Allen Hamilton, Inc.	HQ0147-11-D-0001			
MacAulay-Brown, Inc.	HQ0147-11-D-0002	A3-02-11	9/30/2011	Test
SAIC	HQ0147-11-D-0003			
TASC	HQ0147-11-D-0004			



# MiDAESS Awards

## Small Business Set-Aside

Blue text indicates IDIQ Awards  
 Red text indicates Task Order Awards  
 \* Black text indicates Re compete

Quality, Safety, and Mission Assurance (Capability Group 1)				IDIQ Contract Award Date: 1/21/2010
a.i. Solutions	HQ0147-10-D-0027	QS-03-10	9/24/2010	Quality Assurance
A-P-T Research, Inc.	HQ0147-10-D-0028	QS-01-10	12/10/2010	System Safety & Safety Occupational Health
Bastion Technologies, Inc.	HQ0147-10-D-0029	QS-02-10	9/30/2010	Mission assurance

Acquisition Support (Capability Group 2)				IDIQ Contract Award Date: 7/21/2010
Acquisition Services Corporation	HQ0147-10-D-0035			
BCF Solutions, Inc.	HQ0147-10-D-0036	DOB-04-10	11/30/2010	Cost Estimating
		DOB-06-10	12/12/2010	EVMS
		DA-01-10	12/10/2010	Acquisition & Program Management Support
Quantech Services, Inc.	HQ0147-10-D-0037	DXL-01-10	9/30/2010	Readiness Management
		DA-02-10	10/25/2010	Acquisition Executive Support
		DI-01-10	3/23/2011	International Affairs
		DOB-05-12*	7/23/2012	Accounting

Engineering Support (Capability Group 3)				IDIQ Contract Award Date: 3/10/2011
COLSA Corporation	HQ0147-11-D-0005	DXC-01-11	9/29/2011	Information Technology Management and Analysis
ERC, Inc.	HQ0147-11-D-0006			
MEI Corporation	HQ0147-11-D-0007	DE-12-11	9/23/2011	Specialty Engineering / International Engineering
		DE-13-11	8/18/2011	Risk and Lethality Engineering
		DT-06-11	9/2/2011	Ground Test Provisioning Support
		DT-07-11	9/12/2011	Test Infrastructure Support
Torch Technologies, Inc.	HQ0147-11-D-0008	DXC-02-11	6/14/2011	Information Assurance/Computer Network Defense
		DE-02-10	9/30/2011	Test Analysis & Reporting
		DE-04-11	9/15/2011	Threat Engineering
		DE-09-11	8/23/2011	Speciality C3BM
		DT-05-10	9/30/2011	Flight Test Provisioning Support
DCS Corporation	HQ0147-11-D-0009			

Agency Operations Support (Capability Group 5)				IDIQ Contract Award Date: 8/20/2010
Harlan Lee & Associates	HQ0147-10-D-0030	DS-02-10	11/19/2010	Executive Admin. & Executive Support
		DS-04-10	11/19/2010	Strategic Planning & Communication
		DS-05-10	11/10/2010	VIPC
		PA-01-10	12/10/2010	Public Information Support
PeopleTec, Inc.	HQ0147-10-D-0031	DS-03-10	11/10/2010	Protocol & Event Management
		DXH-01-10	11/30/2010	Human Resources
		DXH-02-10	12/1/2010	Training and Development
Total Solutions, Inc.	HQ0147-10-D-0032			

# Mentor-Protégé Program Update

By Ruth Dailey

We had a busy first quarter of FY13 in the Mentor-Protégé Program. We would like to congratulate the new Mentor & Protégé companies that have joined us this year:

## **Tec-Masters, Inc. and Valepro, Limited Liability Company :**

*The main focus of this Mentor-Protégé agreement is to create a partnership with the Missile Defense Agency and the Defense Contract Audit Agency, and develop the relationship between Tec-Masters and Valepro. To create a successful relationship between each of the parties, several pre-Mentor-Protégé activities and early activities are included to involve each organization in definition for each Protégé phase. Creating a coordinated, unified team vision is critical to success and this program. This enables each stakeholder to influence the boundary of the Mentor-Protégé program. It also allows each stakeholder to directly influence program activities, in advance of their occurrence, increasing confidence in the successful outcome of this Mentor-Protégé activity. This high-level of involvement with each of the stakeholders is reflected in the metrics that will be collected for the program. The inclusion on this agency partnership has the potential to make this Mentor-Protégé program a major success for all the stakeholders, including the Missile Defense Agency.*

*The second major benefit of this Mentor-Protégé is to develop and commercialize several new products and services that can supplement current MDA technologies. These include the innovations leveraged from the "big data" solution space to manage and organize missile defense test data as generated from the various test venues and use cases. The innovation potentially improves the availability, usability and maintainability of the past, present and future test data. These innovations are directly applicable to organizations like MDA/DES and MDA/DT. In addition to "big data" solutions, this team is well positioned*

*to bring new innovations to the MDA Modeling and Simulation. Valepro has been working to develop new algorithms and techniques that potentially improve the quality of mission test data. The final major product and service area that is a major benefit is the combination of the "big data" management and algorithms development as applied to cyber security and warfare. Several of these innovative products will be a focus of this Mentor-Protégé technology transfer and will benefit the warfighter with the ability to increase cyber protection of aging, inflexible, computer systems that are not easily modified. Together these products and services are intended to develop solutions that benefit the DoD's, Military Departments'/Other Defense Agencies', and the Warfighters' mission(s).*

*The last benefit focus area is the ability to be development compliant, and provide mutually beneficial cost and rate structures for future competitions. Valepro's comptroller, Sam Runnels, is leveraging his experience as the former Comptroller of Special Forces, United State Air Force, to develop sophisticated financial models that are designed to maintain lower rates while enabling the firm to retain key senior personnel. The financial models being developed by Mr. Runnels incorporate several attribute including higher benefit and compensation packages, flexible working hours, and environments coupled with right financial model to maintain a cost effective total price.*

*These are the three key ingredients to ensuring the agreement is successful, which in turn can make this program stand head-and-shoulders above other programs.*

We are looking forward to new companies joining the Mentor-Protégé Program this year to help further develop the technical, programmatic and organizational capabilities of a small business in support of BDMS solutions.



# Subcontracting Program Update

By Jerrol Sullivan

At a recent conference I attended, I discovered that some small businesses are still reluctant to participate in acquisitions as subcontractors. So I offer this subcontracting primer as a reminder to small businesses seeking to successfully grow their business and do business with MDA.

With a government contracting market representing more than a half trillion dollars, it makes solid economic sense for small firms to get their fair share of federal contract dollars via subcontracting opportunities.

## SUBCONTRACTING PRIMER

### Find Subcontracting Opportunities

- *Currently, the majority of MDA's acquisition budget every year goes to our large business system integrators. There are many subcontracting opportunities with them at various tiers. Don't discount subcontracting opportunities- it can get you in the front door*
- *Subcontracting can be a profitable alternative for small firms*
- *Performing as a subcontractor can prepare a firm to be a prime contractor in the future*
- *The SBA maintains a database of subcontracting opportunities. This searchable database is called SUB-Net*

### Guide for Small Business

*An alternative to seeking prime contracts is to explore subcontracting opportunities.*

*Subcontracting with a prime contractor can be a profitable experience as well as a growth opportunity for a small business. If your small business is not ready or lacks the capabilities to bid competitively for prime contracts, it should consider opportunities available through subcontracting.*

*Prime contractors receiving contracts greater than the simplified acquisition threshold must agree in the contract that small businesses, specifically veteran-owned small businesses, service disabled veteran owned small businesses, women-owned small businesses, HUBZone small businesses, and small disadvantaged businesses – will have the maximum practical opportunity to participate as subcontractors (FAR 19.7). As such, prime contractors are required to establish subcontracting plans describing who and how small businesses will participate as subcontractors.*

### Subcontracting Plans (FAR 19.701)

*Subcontracting plans are required for contracts over \$1.5 million for construction and \$650 thousand for all others. There are three types of subcontracting plans: individual, master and commercial subcontracting plans.*

*These written plans – which become part of the contracting file – are designed to describe specific efforts by a prime contractor to ensure that small businesses have an equitable opportunity to compete and participate as “subs” in specific contracts. The subcontracting plans may include specific goals and will define requirements for reports and documentation to be maintained.*

### Subcontracting Goals

- *Government-wide Subcontracting Goals*
- *Small Disadvantaged Businesses – 5%*
- *Women-Owned Small Businesses (WOSB) – 5%*
- *Service Disabled Veteran Owned Small Businesses (SDVOSB) – 3%*
- *HUBZone – 3%*

*Government-wide numerical subcontracting goals are established by statute for small disadvantaged businesses, women-owned small businesses, service disabled veteran owned small businesses and HUBZone certified small businesses.*

*Although subcontracting goals are established government-wide, subcontracting requirements for individual contracts are negotiated between the respective government agency and the prime contractor.*

In summary, the MDA's procurement policy encourages “maximum practicable” prime and subcontracting opportunities for small businesses. Prime contractors receiving contracts greater than the simplified acquisition threshold must agree to specific goals and provide small businesses with the maximum practical opportunity to participate as subcontractors. A business strategy of not participating in acquisitions via subcontracting results in lost opportunities and does not make solid economic and business sense for small firms.



## OSBP Update: *Save the Date!*

The National Defense Industrial Association's (NDIA) Annual Missile Defense Small Business Programs and Small Business Innovation Research/Small Business Technology Transfer Programs Conference is coming up! This year's conference will be held on May 1st & 2nd in Huntsville, AL. Now is a good time to start making sure your calendar will be free those days! There was a wonderful turnout last year and the hopes are that this year will be better than ever. Remember! May 1-2, 2013!



**January 15-17 - Washington, D.C.**  
***Surface Navy Symposium***

**January 24 - Huntsville, AL**  
***Federal Business Council***

**February 5-6 - Orlando, FL**  
***National 8(a) Association Meeting***

**February 7 - Mobile, AL**  
***Gulf Coast Procurement Opportunity Matchmaker***

**MORE TO COME!**

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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 Marketplaces and Directory**  
CURRENTLY UNDER CONSTRUCTION

**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)