

MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS



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MISSILE DEFENSE AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

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MISSION

Facilitate access to ingenuity residing within the small business industrial base the Missile Defense Agency (MDA) relies on for missile defense.

VISION

We strive to remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting the Director's lines of effort, while effectively advocating for use of small businesses in our procurements.

The *MISSION* of the **MISSILE DEFENSE AGENCY**

The mission of the Missile Defense Agency is to develop and deploy a layered Missile Defense System to defend the United States, its deployed forces, allies, and friends from hypersonic and ballistic missile attacks of all ranges and in all phases of flight.



Next Issue:
April 2020

Message from the

ACTING DIRECTOR

Jerrol Sullivan



MDA is continuously improving Missile Defense System (MDS) performance and reliability to address current and emerging ballistic and non-ballistic missile threats. To achieve this end The MDA mission must continue to evolve and address other missile threats, including hypersonic glide vehicles, and the missile defense architecture must also evolve to give the Warfighter the ability to counter these threats.

The MDA Office of Small Business Programs (OSBP) must remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting the MDA mission and the Director's lines of effort, while effectively advocating for use of small business in our procurements. To do so and effectively contribute to maintaining MDS effectiveness, we must identify businesses capable of developing software and hardware beyond those of any development activity to date. To stay ahead of the threats, MDA must continue to sustain, modernize and expand the Missile Defense System and pursue rapid development of advanced missile defense concepts and technologies for homeland and regional defense. Therefore, we are seeking large and small businesses, free of adversarial capital, that can work together to strengthen the small business industrial base and achieve the following OSBP small business objectives that have evolved along with the MDA mission:

- Increase use of qualified small businesses to enhance readiness and sustainment
- Maximum use of small businesses to improve quality of products and services; enhancing missile defense engagement capability and capacity to outpace emerging threats
- Increase SBIR/STTR technology transition to speed delivery of new capability addressing evolving missile threats

Working with businesses free of prohibited foreign investments (adversarial capital) is essential to building a safe, secure and resilient defense industrial base that MDA can rely on for missile defense.

The MDA OSBP strives to do whatever we can, within our authority, to help small business succeed in joining us in our efforts to strengthen the industrial base. Key to this effort is the OSBP's small business objectives we pursue to deliver on the following MDA's Lines of Effort: Build Warfighter confidence through focus on readiness and sustainment, increase engagement capability and capacity to outpace emerging threats, and increase speed of delivery of new capability to address the evolving threat.

The OSBP staff is your small business advocate within MDA, so let us know how we can help you succeed in doing business with MDA.



OFFICE OF SMALL BUSINESS PROGRAMS

Outreach Program

PURPOSE

Engage the small business community to add value to MDA acquisitions by developing and maintaining a superior knowledge of the market; offer marketplace knowledge that can provide insight into solutions to mission requirements early in the market research process and throughout the acquisition cycle.

KEYS TO WORKING WITH MDA

- Let us know your capabilities by visiting our office or website at www.mda.mil and adding your profile to our directory.
- Attend our conferences for matchmaking with primes and meeting with government representatives from MDA.
- Provide quality responses to our "sources sought" notices when we issue them.

We often make important acquisitions strategy decisions based on responses to sources sought.

HOW WE HELP YOU

- Our office is your advocacy office.
- We will help you understand the Agency and where your product or services might best fit.
- We can also provide contact information for the appropriate agency or major prime contractor personnel to further market your products or services.
- We ensure that all acquisitions are reviewed for participation by small businesses.
- The key to making sure an acquisition is set-aside for small business is our ability to demonstrate there are sufficient businesses capable of performing the job we need, in a quality manner, and at a reasonable price to meet our agency's mission.

INDIAN INCENTIVE PROGRAM IIP

The Indian Incentive Program (IIP) is a Congressionally-sponsored program that provides a 5 percent rebate to a prime contractor on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization in accordance with DFARS Clause 252.226-7001. Through the generation of subcontracts, the IIP serves as an economic multiplier for Native American communities. Department of Defense (DoD) prime contractors with a subcontract worth \$500,000 or more that contains the DFARS clause are eligible for incentive payments.

Information courtesy of DoD Office of Small Business Programs (OSBP)

Eligibility: For Native American businesses, two requirements must be met in order to participate in the IIP:

1. 51% Native American/Alaskan/Hawaiian Ownership
 - Indian ownership of the subcontractor or supplier cannot constitute less than 51 percent of the enterprise.
 - DFARS 252.226-7001
2. Federally Recognized Tribal Enrollment
 - **Native American:** The subcontractor or supplier must be owned by a federally recognized tribe or a member of a federally recognized tribe.
 - **Native Alaskan:** The subcontractor or supplier must be owned by a "native," "native village" or "native group" (including corporations organized by Kenai, Juneau, Sitka, and Kodiak) as defined by the Alaska Native Claims Settlement Act.
 - **Native Hawaiian:** The subcontractor or supplier must be owned by a recognized Native Hawaiian as defined by 25 USC 4221(9).

For additional information, please visit the Indian Incentive Program webpage <https://business.defense.gov/Programs/Indian-Incentive-Program/> located under the DoD OSBP.

CONTRACTING OPPORTUNITIES

CHECKLIST

For Doing Business with MDA

Support for Development, Production, Fielding and Sustainment of the BMDS

- Many subcontracting opportunities with our large system integrators.
 - For those interested in participating in this market, become familiar with the MDA Small Business Advocacy Council (SBAC). To learn more visit www.mda.mil and click on MDASBAC.

Advisory and Assistant Services (A&AS)

- TEAMS/TEAMS-Next Program
 - All A&AS services will be acquired through the TEAMS program.
 - Stay engaged in the TEAMS-Next Program by registering for beta.SAM.gov announcements.

Infrastructure Support Services

- MDA Facilities and Information Technology (IT) support

SBIR/STTR

- MDA always participates in at least one solicitation issued by DoD Small Business Innovative Research or (SBIR) and Small Business Technology Transfer (STTR) Programs.

“The MDA team is focused on designing, developing, delivering, and sustaining an advanced, fully integrated and layered missile defense system.”

Jon A. Hill
Vice Admiral, USN, Director, MDA

To achieve this focus the Agency relies on our large and small business contractors as they develop, test, integrate, and field the Missile Defense System (MDS) for MDA. This contractual relationship provides contracting opportunities in four major markets: MDS development, A&AS, Infrastructure Support Services and the Advanced Research Program.

1. Meet with your local Procurement Technical Assistance Center (PTAC).
2. Identify your product or service by North American Industry Classification System (NAICS) Codes.
3. Confirm your small business size standards.
4. Determine if your business is eligible to participate in any Socio-Economic Program(s).
5. Obtain a Data Universal Numbering System (DUNS) number.
6. Register in the System for Award Management (SAM).
7. Become familiar with Government contracting procedures.
8. Become familiar with MDA and how your company can help the Agency accomplish its mission.
9. Create a profile in the MDA Small Business Directory and Marketplaces at: <https://esbie.mda.mil/>.
10. Search for MDA procurement opportunities via our Acquisition Center at www.mda.mil.
11. Consider the GSA schedule program and other best-in-class contracts.
12. Explore subcontracting and joint venture/teaming opportunities.
13. Make an appointment to speak with the Director of MDA Office of Small Business Programs - your first and most important step for doing business with MDA.

MAKE AN APPOINTMENT:

Contact Information

MDA Office of Small Business Programs
Phone: 256-450-2872
Email: outreach@mda.mil

Websites

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

TEAMS-Next

SMALL BUSINESS SET-ASIDE

Engineering Portfolio

Specialized Engineering Analyses ~145 FTE

- Threat
- Lethality
- Flight & Ground Test Analysis/Integration
- Risk/Knowledge Points
- International Program Engineering
- Cyber Engineering

NAICS	SIZE
541715	1,250

IT/Cyber Portfolio

Cyber Compliance & Risk Management ~70 FTE

- Cyber Controls Validation Testing
- Software IV&V
- Cyber Range OT&E
- Cyber Risk Assessment
- Cyber Training

WOSB

NAICS	SIZE
541519	\$30M

IT & Cybersecurity Management ~145 FTE

- IT Architecture
- IT Planning
- IT Networks/Systems Services
- Information Management
- Enterprise Operations
- Integrated Communications
- Information Assurance Workforce Mgt
- Cyber Planning/Integration
- Network Defense

NAICS	SIZE
541519	\$30M

Test & Warfighter Portfolio

Warfighter ~95 FTE

- Warfighter Integration
- Watch Officer Support

SDVOSB

NAICS	SIZE
541330	\$41.5M

Test Support ~295 FTE

- Flight Test
- Ground Test
- Wargames & Exercises
- Test Provisioning
- Test Infrastructure Support

NAICS	SIZE
541715	1,250

MDA encourages teaming arrangements to meet these consolidated requirements set-aside for competition among small businesses. **Set-asides require prime contractors to comply with DOD Class Deviation 2019-O0003 to Federal Acquisition Regulation (FAR) Clause 52.219-14, Limitations on Subcontracting for small businesses.** DOD contracting officers are required to use the Class Deviation instead of the existing clause at FAR 52.219-14 when issuing solicitations and awarding contracts or task or delivery orders under Far Part 19 to small business concerns.

“Similarly situated entity,” as used in this clause, means a first-tier subcontractor, including an independent contractor, that has the same small business program status as that which qualified the prime contractor for the award; and is considered small for the NAICS code the prime contractor assigned to the subcontract the subcontractor will perform.

Calculation of the amount that can be subcontracted:

In the case of contracts for services (except construction), a small business shall not pay more than 50 percent of the amount paid to it by the government to firms that are not similarly situated.

Professional Services Portfolio

Program Planning & Acquisition ~345 FTE

- Acquisition Planning/Policy/Analysis
- Baseline Support
- Program Support
- Scheduling
- Strategic Planning/War Room/Executive Advisory Support
- MDA Boards
- International Affairs/Policy/Strategy

SDVOSB

NAICS	SIZE
541330	\$41.5M

Facilities, Logistics, Environmental ~195 FTE

- Facilities Planning/Policy/Operations
- BMDS Logistics/Analysis
- Environmental Management

SDVOSB

NAICS	SIZE
541330	\$38.5M

Please Note: This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. ****This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs****

Professional Services Portfolio (cont'd)

Quality & Mission Assurance ~145 FTE

- QA Policy/Planning/Execution
- QA Risk Management
- QA Test Support
- Corrective Action Support

NAICS	SIZE
541715	1,250

Safety ~70 FTE

- Safety Support (at all levels)
- Safety Policy/Planning

NAICS	SIZE
541715	1,250

Agency Operations ~320 FTE

- Financial Management
- Cost Estimating
- EVM
- Accounting
- Financial Systems Support
- Human Resources Operations
- Training/Curriculum Dev

NAICS	SIZE
541330	\$41.5M

Contracting, Compliance, Cost/ Price, and Operations (C3PO) ~50 FTE

- Contracts Admin/Policy/Pricing
- Source Selection Advisory
- Contracting Operations
- Acquisition Operations
- Small Business Office Support

NAICS	SIZE
541611	\$16.5M

Administrative Portfolio

Administration ~270 FTE
WOSB

- Administrative Support
- Executive Support
- Staff Action Support
- Protocol

NAICS	SIZE
541611	\$16.5M

Public Affairs 8(a) Direct Award <10 FTE

- Open Source Media Compilation/Analysis
- Communication Products
- Security and Policy Review

NAICS	SIZE
541611	\$16.5M

LEGEND

SB Set-Aside

F&O

Please Note: This chart provides an update to Industry Day #2, slides 15 and 22, and it is consistent with information briefed at Industry Day #3 and current MDA plans. ****This summary is provided for planning purposes only and all content, including NAICS codes, are subject to change prior to issuance of Final RFPs****

FULL AND OPEN COMPETITION

MDA encourages teaming arrangements to meet these consolidated requirements. Prime contractors are required to provide maximum practicable opportunities for small business concerns to participate in efficient performance of these contracts, as specified in Federal Acquisition Regulation (FAR) Clause 52.219-8

Engineering Portfolio

BMDS Engineering ~1,020 FTE

- Systems Engineering/Analysis (all levels)
- Modeling and Simulation (all levels)
- Element/Component Design, Dev, Integration
- Architecture
- Requirements Generation
- C3BM
- Directed Energy
- Risk Management

NAICS	SIZE
541715	1,250

Advisory, Agency, Analytical Support (A3) ~70 FTE

- On-demand executive-level advisory support

NAICS	SIZE
541330	\$41.5M

Intelligence ~29 FTE

- Intelligence Operations
- Counter-Insider Threat

NAICS	SIZE
541690	\$16.5M

Security/Counterintelligence ~122 FTE

- Counterintelligence
- Security Program Execution
- Information Security
- Special & Personnel Security
- Declassification

NAICS	SIZE
541690	\$16.5M

Professional Services Portfolio

Facilities Life-cycle Mgt ~95 FTE

- Infrastructure Planning/Policy
- Asset Management
- Facilities Design/Acquisition/Construction Support
- Site Activation/Deployment

NAICS	SIZE
541330	\$41.5M

TEAMS-NEXT PROJECTIONS (RFP to Award)

TEAMS-Next Contract	2019				2020				2021				2022				2023																								
	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N
C3PO							2/15				7/3																														
Quality							3/31				10/19																														
Safety							3/31				11/14																														
▼ RFP * Award																Updates will be posted on beta.SAM.gov																									

TEAMS-NEXT OCI RESTRICTIONS

Area	Potential Conflict Areas	Nature of Conflict	Proposed Restriction
Quality and Mission Assurance	Safety; Program Planning and Acquisition; C3PO; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test	Impaired Objectivity	Restricted
Safety	Quality and Mission Assurance; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test; Facilities, Logistics and Environmental; C3PO	Impaired Objectivity	Restricted
Cybersecurity Compliance & Risk Management (CCRM)	Information Technology and Cybersecurity Management; C3PO	Impaired Objectivity	Restricted
Business Operations	Program Planning and Acquisition; C3PO; MDS Engineering; Specialized Engineering Analyses; A3; CCRM; Test; Facilities, Logistics and Environmental	Impaired Objectivity	Restricted
Agency, Advisory, and Analytical Support (A3)	MDS Engineering; Specialized Engineering Analyses; Program Planning and Acquisition; Test; C3PO	Impaired Objectivity	Restricted
Contracting Compliance Cost/Price and Operations (C3PO)	All A&AS	Unequal Access Impaired Objectivity Biased Ground Rules	Exclusive

RESTRICTION DEFINITIONS: In addition to the prohibition on A&AS contractors performing R&D work for MDA, the following restrictions apply to TEAMS-Next participants.

“Restricted” Contract – For any TEAMS-Next Contract identified as “Restricted”, the prime and any subcontractors cannot participate on other TEAMS-Next contracts identified in the “Potential Conflict Area” column.

“Exclusive” Contract – For any TEAMS-Next Contract identified as “Exclusive”, the prime and any subcontractors cannot participate on any other TEAMS-Next Contract.

Approved for Public Release
19-MDA-10268 (15 Nov 19)





TEAMS

TECHNICAL, ENGINEERING, ADVISORY & MANAGEMENT SUPPORT

LEGEND	Anticipated	Draft RFP OR Final RFP	In Source Selection	Awarded
Solicitation	Contract Number	Solicitation Name	Awarded	
HQ0147-15-R-0007	HQ0147-16-C-0013	SBSA - Quality and Mission Assurance	a.i. solutions Inc.	12/9/2015
HQ0147-15-R-0008	HQ0147-16-C-0015	SBSA - Safety	A-P-T Research Inc.	1/5/2016
HQ0147-15-R-0011	HQ0147-16-C-0030	F&O - Warfighter Integration	Parsons Government Services Inc.	3/31/2016
HQ0147-15-R-0014	HQ0147-16-C-0024	SBSA - Environmental Management	Mabbett & Associates Inc.	4/22/2016
HQ0147-15-R-0027	HQ0147-16-C-0034	SBSA - Test Exercise, and Wargames	Millennium Engineering and Integration	4/29/2016
HQ0147-15-R-0032	HQ0147-16-C-0033	SDVOSB - Office Administration	Yorktown Systems Group, Inc.	5/3/2016
HQ0147-15-R-0012	HQ0147-16-C-0036	F&O - Counterintelligence	ManTech Advanced Systems International, Inc.	5/10/2016
HQ0147-15-R-0009	HQ0147-16-C-0037	F&O - Security Programs	Booz Allen Hamilton	5/10/2016
HQ0147-15-R-0016	HQ0147-16-C-0038	F&O - Intelligence Program	Booz Allen Hamilton	5/19/2016
HQ0147-15-R-0022	HQ0147-16-C-0040	SBSA - Cybersecurity Engineering	nou Systems, Inc.	5/26/2016
HQ0147-15-R-0021	HQ0147-16-C-0041	SBSA - Logistics	Venturi Inc.	6/13/2016
HQ0147-15-R-0013	HQ0147-16-C-0047	SBSA - Acquisition	BCF Solutions, Inc.	6/17/2016
HQ0147-16-R-0003	HQ0147-16-C-0042	F&O - Weapons and Missile Engineering	Parsons Government Services Inc.	6/30/2016
HQ0147-16-R-0014	HQ0147-16-C-0057	SDVOSB - Strategic Planning	Strategic Alliance Business Group	7/7/2016
HQ0147-16-R-0004	HQ0147-16-C-0070	F&O - C3BM Engineering	Parsons Government Services Inc.	8/3/2016
HQ0147-16-R-0011	HQ0147-16-C-0077	SBSA - Test Provisioning	Torch Technologies	9/22/2016
HQ0147-15-R-0024	HQ0147-17-C-0007	SBSA - International Affairs	Allied Associates International, Inc.	11/8/2016
HQ0147-16-R-0009	HQ0147-17-C-0028	F&O - BMD Systems Engineering (including M&S)	Parsons Government Services Inc.	3/23/2017
HQ0147-17-R-0001	HQ0147-17-C-0034	F&O - Facilities Life Cycle Management	Parsons Government Services Inc.	5/23/2017
HQ0147-16-R-0008	HQ0147-17-R-0055	F&O - BMDS CSM/CND	Booz Allen Hamilton	8/15/2017
HQ0147-15-R-0017	HQ0147-18-C-0004	SDVOSB - Facilities, Logistics and Space Management	Strategic Alliance Business Group	10/4/2017
HQ0147-16-R-0002	HQ0147-18-C-0001	SBSA - Predictive BMDS Engineering	Torch Technologies	10/19/2017
HQ0147-16-R-0018	HQ0147-18-C-0003	SBSA - Specialty Engineering (Directed Energy, Space, and CTTO)	Modern Technology Solutions, Inc.	10/30/2017
HQ0147-16-R-0016	HQ0147-18-C-0023	SBSA - International Engineering	PeopleTec, Inc.	8/28/2018
HQ0147-16-R-0005	HQ0147-18-C-0012	SBSA - Cybersecurity Compliance and Risk Management	Decisive Analytics Corporation	1/26/2018
HQ0147-17-R-0019	HQ0147-18-C-7121	8(a) – Public Affairs Support	DigitalSpec, LLC	2/14/2018
HQ0147-17-R-0017	HQ0147-18-C-0020	F&O - Agency Advisory & Analytical Support	MacAulay-Brown Inc. (MacB)	4/18/2018
HQ0147-18-R-0004	HQ0796-18-C-0002	SBSA – Information Technology Management and Analysis	Five Stones Research Corporation	8/8/2018
HQ0147-16-R-0055	HQ0147-16-C-0025	SBSA – Business Operations	Veterans Technology	7/20/2018
HQ0147-18-R-0006	HQ0147-18-C-0038	SBSA – Human Resources	LSINC Corporation	9/17/2018
HQ0147-17-R-0018	HQ0147-18-C-0041	WOSB- Protocol Support	L.C. Wright, Inc.	9/20/2018



CURRENT AND UPCOMING MDA REQUIREMENTS *(other than TEAMS)*

REQUEST FOR PROPOSALS (RFP)

Notice ID	NAICS	Solicitation Name	Draft RFP Published	Response Date
HQ0858-20-R-0001	541611	TEAMS-Next Contracting, Compliance, Cost/Price and Operations (C3PO)	12/18/2019	12/27/2019
HQ014720R0001	541715	Next Generation Interceptor (NGI)*	11/26/2019	8/26/2019

* Companies interested in subcontractor opportunities on any potential NGI procurement should contact the following companies' points of contact (POC):

Northrop Grumman
POC: Kevin Richardson
kevin.richardson@ngc.com
480-814-6574

Lockheed Martin
POC: Arthur "Todd" Stevens
Arthur.t.stevens@lmco.com
256-217-6032

Boeing
POC: John MacArthur
John.g.macarthur@boeing.com
256-772-1130

Raytheon
POC: Roya Montakhab
Roya_montakhab@raytheon.com
520-665-5271

SOURCES SOUGHT / REQUEST FOR INFORMATION (RFI)

Notice ID	NAICS	Announcement	RFI Published	Response Date
CS-2019-0002	541715	MDA TEAMS Next Request for Information	12/23/2019	3/8/2019
MDA19GMRF102	541715	Ground-Based Midcourse Defense (GMD)	9/17/2019	10/15/2019
HQ0854-20-DV-SSN-01	54171	Hypersonic Defense Regional Glide Phase Weapon System (OTA)	12/5/2019	12/16/2019
MDA20BCSSN01	541511	Exportable Command and Control (EC2) Architecture/System	12/30/2019	1/29/2020
MDA20DERFI02	541715	RFI M&S Verification, Validation and Accreditation	11/21/2019	12/20/2019
HQ0859-20-DSC-RFI	541715	MDA DTR Instrumentation Support Contract (DISC)	2/10/20	3/3/20

INACTIVE ON beta.SAM.gov

MDA19THRFI01	Missile Defense Agency Terminal High Altitude Area Defense Advanced Capability Development Request for Information	8/28/2019	9/9/2019
MDA19THRFI01	TC Futures RFI	5/17/2019	5/30/2019
19-MDA-9942	Threat Hunting for Cybersecurity Assistance Team	6/17/2019	7/18/2019

SOLE SOURCE

Notice ID	NAICS	Announcement	Published Date	Response Date	Award Date
HQ0276-15-C-0003		FY18 All Up Rounds Standard Missile - 3 Block IIA Missile Production & Integration, Raytheon Missile Systems	11/4/2019	11/15/2019	
HQ014719C0004P00033	334515	GMD Communications Network Modernization, In-Flight Interceptor Communications System Data Terminals Technology Upgrade, and GMD Fire Control Communication Software Build	12/27/2019		12/27/2019

BROAD AGENCY ANNOUNCEMENTS (BAA)

Solicitation	NAICS	Solicitation Name	Published Date	Response Date
HQ0147-19-S-0001	541715	Missile Defense Science and Technology Advanced Research (MSTAR) Broad Agency Announcement (BAA) for the Missile Defense Agency (MDA) Advanced Technology	11/25/2019	10/1/2020
HQ0147-19-S-0002	541715	Advanced Technology Innovation Broad Agency Announcement (BAA) for the Missile Defense Agency Advanced Technology	11/25/2019	4/1/2021

All information valid as of 09 January 2020. MDA posts requirements on beta.SAM.gov



The Missile Defense Agency's **LARGE PRIME CONTRACTORS**

System Integrators



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MISSILE DEFENSE AGENCY

Mentor-Protégé Program

About the PROGRAM

Mentor's Eligibility

To be eligible to participate as a mentor, an entity must —

- Be eligible for the award of Federal contracts;
- Demonstrate that it—(i) is qualified to provide assistance that will contribute to the purpose of the Program; (ii) Is of good financial health and character; and (iii) Is not on a Federal list of debarred or suspended contractors;

BACKGROUND

The Mentor-Protégé Program was established in 1990 under section 831 of Public Law 101-510. This program was created in an effort to respond to concerns, raised by Department of Defense (DoD) prime contractors, that many Small Disadvantaged Businesses did not possess the technical capabilities to perform DoD subcontract requirements. The Mentor-Protégé Program is designed to provide incentives to major DoD contractors by:

- Furnishing technical and business assistance to small disadvantaged businesses, women-owned small businesses, service-disabled veteran-owned and controlled businesses, and qualified HUBZone small businesses
- Enhancing their capabilities to satisfy DoD and other contract and subcontract requirements
- Fostering the establishment of long-term business relationships that benefit the DoD
- Increasing protégé firms technical and business infrastructure capabilities to contract with the DoD or other Federal agencies
- Demonstrating benefits to the Warfighter through technology transfer

Current Status of the Program

- Direct reimbursement of costs and credit towards subcontracting goals may be incurred through September 30, 2021

- Be capable of imparting value to a protégé firm because of experience gained as a DoD contractor or through knowledge of general business operations and Government contracting, as demonstrated by evidence of that such entity.

Protégé's Eligibility

A qualifying Protégé must be:

- One of the following:
 - A "nontraditional defense contractor"
 - A qualified HUBZone small business concern
 - A Woman-Owned Small Business (WOSB)
 - A Service-Disabled Veteran-Owned Small Business (SDVOSB)
 - Socio-economically disadvantaged small business
 - A qualified organization employing the severely disabled
 - An entity currently providing goods or services in the private sector critical to enhancing the capabilities of the defense supplier base and key to fulfilling key DoD needs
 - A business owned and controlled by an Indian tribe or Native Hawaiian organization
- Eligible for award of Federal contracts
- Less than half the Small Business Administration (SBA) size standard for its primary North American Industry Classification System (NAICS) code.

Steps for Participation

1. Identify a Mentor/Protégé counterpart. (Mentor and Protégé are solely responsible for finding their counterpart.)
2. Identify Agreement type
3. Contact MilDep/ODA (reimbursable) or DCMA (credit & (credit-hybrid) for additional requirements
4. Conduct needs assessment (recommended)
5. Develop agreement
6. Submit agreement for approval (31 Oct & 30 Apr)
7. Agreement start
8. Comply with reporting and review requirements

Criteria for Agreement

- May not exceed 3 years
- Must have milestones
- Must have metrics
- Should show value to Mentor, Protégé, and DoD
- Estimated dollar amounts of subcontracts
- Detailed cost breakdown:
 - The total amount of reimbursed to a Mentor costs of assistance furnished to a Protégé in a fiscal year may not exceed \$1M
 - The average cost of a 3-year, direct reimbursed agreement is \$500,000-750,000 (for each of three years)

Mentor's Benefits

- Develop long-term business relationships with SDB concerns
- Develop SDB subcontracting base
- Direct cost reimbursement and/or SDB credit
- Teaming opportunities with the Protégé to win new contracts and/or subcontracts
- Participation in the MP Program as a marketing tool
- Networking opportunities

Protégé's Benefits

- Relevant technical assistance
- Participation in the MP Program as a marketing tool
- Networking opportunities
- Teaming opportunities with the Mentor to win new contracts and/or subcontracts

DoD/MDA Benefits

- Stimulate and transition innovative technologies into established Defense Acquisition programs
- Resolve operational challenges and other critical national security requirements
- Train and develop business acumen and capabilities of Protégés
- Provides new development and technical assistance to Protégés for potential business opportunities with DoD agencies

Types of AGREEMENTS

Reimbursement Agreements

- Identify specific C contract vehicle/contracting officer endorsement
- Highly encouraged to use HBCU/MI/SBDC/PTAC
- Direct cost reimbursement of allowable costs outlined in Appendix I, including:
 - Direct labor costs (for assistance by Mentor firm employees)
 - Assistance provided by HBCU/MI/SBDC/PTAC
 - Other costs - detailed cost breakdown
- Military Services/Other Defense Agencies may have additional requirements
- Requires Military Services/Other Defense Agencies' Approval

Credit Agreements

- Requires Defense Contract Management Agency approval
- More focused on business infrastructure
- Costs incurred under Credit Agreement - May be applied (in the following multiples) towards the SDB subcontracting goal under any Federal Agency Subcontracting plan (FAR 19.703):
 - 4x for assistance provided by HBCU/MI/SB
 - 3x for labor assistance by Mentor firm employees
 - 2x other costs (for example, travel or training)

Hybrid Agreements

- Utilizes some credit and some reimbursement instead of exclusively one or the other - Hybrid Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement
- Process:
 - Development procedures similar to a reimbursement
 - Agreement transformed to a form contract document signed by both parties
 - Proposal can be submitted to DCMA MP Program Manager (PM) and serving DoD Component PM for consideration
 - The base year (credit) amount must be commensurate with the reimbursable amounts for Option Years 1 & 2

CONTACT US

Missile Defense Agency
Office of Small Business Programs
Mentor-Protégé Program
Building 5222, Martin Road
Redstone Arsenal, AL 35898

Call (256) 450-2872 For More Information
<http://business.defense.gov/Programs/mentor-protege-program/>

ELECTRONIC SMALL BUSINESS INFORMATION EXCHANGE (eSBIE) REGISTRATION STEPS

Have the following information ready:

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

How to Register:

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

MDA TOP NAICS CODES

NAICS Code	NAICS Description
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)
541714	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOLOGY)
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
541330	ENGINEERING SERVICES
541720	RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE
541713	RESEARCH AND DEVELOPMENT IN NANOTECHNOLOGY
541614	PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
541513	COMPUTER FACILITIES MANAGEMENT SERVICES
541519	OTHER COMPUTER RELATED SERVICES
561612	SECURITY GUARDS AND PATROL SERVICES
561210	FACILITIES SUPPORT SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES
511210	SOFTWARE PUBLISHERS



TODAY'S LAYERED MISSILE DEFENSE SYSTEM

C2BMC Command and Control, Battle Management, and Communications

The Command and Control, Battle Management, and Communications (C2BMC) program is the hub of the layered Missile Defense System. It is a vital operational system that enables the President, Secretary of Defense and Combatant Commanders at strategic, regional and operational levels to systematically plan missile defense operations, to collectively see the battle develop, and to dynamically manage designated networked sensors and weapons systems to achieve global and regional mission objectives.

NMCC USSTRATCOM USNORTHCOM USINDOPACOM USEUCOM USCENTCOM



SENSORS

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



SATELLITE SURVEILLANCE
BMDS OPIR ARCHITECTURE



UPGRADED EARLY
WARNING RADARS



FORWARD-BASED
RADARS



AEGIS BMD
SPY RADARS



DISCRIMINATING
RADARS

Meet Our Staff

Mr. Jerrol Sullivan
Acting Director



Ms. Laura K. Anderson
Specialty Programs Manager



Mr. Kelvin Carr
Subcontracting Program Manager



Ms. Jayne C. Gold
Outreach Program Manager



Ms. Pamela Parker
Mentor-Protégé Manager



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Ms. Demika Sumbry
Administrative Assistant, Yorktown Systems Group



Ms. Hannah Aplin
Analyst, BCF Solutions



OSBP Staff

Jerrol Sullivan, *Acting Director*

Kelvin Carr, *Subcontracting Program Manager*

Laura Anderson, *Specialty Programs Manager*

Pam Parker, *Mentor-Protégé Manager*

Jayne C. Gold, *Outreach Program Manager*

Demika Sumbry, *Administrative Assistant - Yorktown Systems Group*

Hannah Aplin, *Analyst - BCF Solutions*

Cheryl Michael, *Analyst - BCF Solutions*

OSBP Main Office Numbers

P: (256) 450-2872

F: (256) 450-2506

OSBP Main Office Mailing Address

ATTN: MDA/SB

Building 5224, Martin Road
Redstone Arsenal, AL 35898

For additional information regarding subcontracting activities at MDA, please email us at subcontracting-oversight@mda.mil.

For additional information regarding outreach activities at MDA, please email us at outreach@mda.mil.

Websites of Interest

MDA Office of Small Business Programs

www.mda.mil

MDA Business Acquisition Center

www.mda.mil/business/acquisition_center.html

MDA SBIR/STTR Programs

www.mdasbir.com

Beta.SAM.gov

<https://beta.SAM.gov>

Electronic Subcontracting Reporting System (eSRS)

www.esrs.gov

MDA Small Business Advocacy Council

www.mda.mil/business/bus_mdasbac.html

MDA Unsolicited Proposal Guide

www.mda.mil/global/documents/pdf/MDA_Unsolicited_Proposal_Guide.pdf

FY 2020 Q2 Calendar of Events

FEBRUARY

- 5** 2020 MDA Science & Technology Industry Innovation Summit, Huntsville, AL
- 11 - 13** National 8(a) Small Business Conference, New Orleans, LA
- 19** The Catalyst HUBZone Socio-Economic Companies Showcase, Huntsville, AL
- 20** 29th Marshall Small Business Alliance Meeting, Huntsville, AL

MARCH

- 2 - 4** Team Redstone Advanced Planning Briefing to Industry (APBI), Huntsville, AL
- 17 - 19** AUSA Global Forces, Huntsville, AL
- 31** Birmingham PTAC Matchmaker



NDIA-TVC 2020 MISSILE DEFENSE AGENCY SMALL BUSINESS PROGRAMS CONFERENCE

May 12-14, 2020

Von Braun Center, North Hall
Huntsville, AL

The Missile Defense Agency (MDA) Office of Small Business Programs (OSBP) in partnership with the National Defense Industrial Association (NDIA) Tennessee Valley Chapter (TVC) present the 21st Annual Small Business Programs Conference May 12-14, 2020 in Huntsville, AL.

The MDA Small Business Programs Conference is designed to assist small business contractors in doing business with MDA by providing information about opportunities to support the Missile Defense System requirements in upcoming procurements and provide matchmaking with MDA prime contractors, government representatives, and networking with other small businesses.

WHAT'S NEW?

This year's conference will feature a 3 day agenda which includes a day dedicated to Matchmaking and a bonus for registering early. Because last year we reached capacity at our location, the conference will be held at the North Hall of the Von Braun Center. This venue change will also provide more exhibitor space.

EARLY BIRD REGISTRATION BONUS!

(Ends April 1, 2020)

Register by April 1, 2020 for the opportunity to pitch your business to the general session audience. The first 24 small businesses to register and meet the requirements will be given a pitch slot. All small businesses that check the box requesting an elevator pitch slot and register by April 1, 2020 will be on deck to pitch if time becomes available if a company is not present for their slot or a speaker runs short. The order of registrations received will be used to determine when a company is called to pitch.

This is a great opportunity for government representatives, prime contractors and potential teaming partners to know who you are! Check the Elevator Pitch box when you complete your registration by April 1, 2020 if you are interested.



Register now for the conference at <https://2020mdasbconf.eventbrite.com>

