



Ballistic Missile Defense Organization

SADBU

UPDATE



A Quarterly Newsletter for Small Businesses

VOLUME I NUMBER IV

SMALL AND DISADVANTAGED BUSINESS UTILIZATION

June 1998



Roger Mody
President and CEO

Signal Corporation

Profile of a Small Business

Founded in 1987, SIGNAL Corporation is a diversified high-technology services company headquartered in Fairfax, Va. With over 1,200 professionals in more than 60 offices nationwide, SIGNAL provides information technology, engineering and management, and multimedia services to government and industry. SIGNAL has grown rapidly to projected 1998 revenue of \$150 million and expects ISO 9001 certification in the summer of 1998.

Information technology services include design, installation and administration of Local Area Networks/Wide Area Networks; software development; system design and engineering; facility operations; and system and database administration.

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Recent New Contracts Awarded by BMDO

The Ballistic Missile Defense Organization recently made the following awards:

On April 30, 1998, Boeing North American Company was awarded the Lead System Integrator (LSI) contract, valued at \$1.6 Billion, to design, develop, test, and integrate all National Missile Defense elements into a viable system with the capability to defend all 50 states. The contract has a three-year base period and several alternative options for additional development and/or deployment, if a decision to deploy is made.

On March 2, 1998, Futron Corporation was awarded an 8(a) contract valued at \$2,790,895 (includes options) to manage and implement the BMDO Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs for BMDO's Science and Technology Directorate. The contract has a 17-month base period with a two one-year options and is scheduled to end August 2001, if all options are exercised.

BMDO's Delivery Orders

On March 2, 1998, BDM Federal was awarded a delivery order in the amount of \$657,994 to provide Year 2000 support to BMDO's Program Operations Deputate. This 18-month contract was awarded using the General Services Administration's schedule. ♦

HBCU/MI NEWS

BMDO Team Visits Alabama A&M

A Ballistic Missile Defense Organization (BMDO) team consisting of Dr. Pravat Choudhury from the Office of Small and Disadvantaged Business Utilization and Lt Col Steven Suddarth and Ms. Carol Williams from the Science and Technology Directorate visited Alabama A&M University on March 24, 1998. They met with Dr. Anup Sharma to discuss status of the research project entitled "Fabrication of Optical Fiber-Grating-Based Spectrally Tunable Filter for Optoelectronic Computer Networks." This was one of the projects funded by BMDO as a result of a Broad Agency Announcement for research set-aside for HBCU/MI. This is the sixth trip BMDO teams have made to the universities during this fiscal year.

USA Today Selects Alabama A&M Student As One of the Top 20 College Students in America

Ryan Swain, a senior physics major at Alabama A&M University, has been

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LTC Arthur Gottlieb
Director/SADBU

Director's Message

The Ballistic Missile Defense Organization (BMDO) held its annual briefing to industry on April 16-17, 1998 at the Crystal Gateway Marriott Hotel. The theme for this year's program was "Making Joint Air And Missile Defense A Reality."

BMDO's Director, Lt. Gen. Lester Lyles discussed the BMDO Strategic Plan, including views on such topics as Quadrennial Defense Review (QDR) update, Cost Control, Open Systems, Cost as An Independent Variable (CAIV), Risk Management, and the Family of Systems. Panels consisting of senior members of the Ballistic Missile Defense team addressed various topics, including strategic planning, international cooperation, technology master plan, Theater Missile Defense programs, and the National Missile Defense program. A panel from industry also had an opportunity to provide a response to Forum '98. Guest speakers included Dr. Jacques Gansler, Under Secretary of Defense, Acquisition and Technology, and Honorable James Longley, Former Member of Congress from Maine and Member of House National Security Committee and Congressional Staff Personnel.

The National Defense Industrial Association handled the conference arrangements and registration.

The BMDO also recently celebrated its fifteenth birthday. President Ronald Reagan, in March 1983, started the Strategic Defense Initiative (SDI) program, which was designed to find a deterrent to Soviet actions that might lead to nuclear war. In April 1984, Secretary of Defense Casper Weinberger chartered the Strategic Defense Initiative Organization (SDIO), after a year of studies and preparation.

SDIO was changed to the Ballistic Missile Defense Organization on May 13, 1993 by Secretary of Defense Les Aspin, in recognition of the radically changing international security environment. The BMDO now focuses on national missile defense, theater missile defense, and the development of technologies that may help in tactical and strategic defense. ♦

Note This

The following are excerpts from a House Small Business Committee News Release dated February 25, 1998.

The House of Representatives Committee on Small Business held a hearing, on February 25, 1998 to examine the primary tax concerns of the nation's small businesses. The hearing explored methods of tax reform prescribed by owners, employees, and advocates of small businesses. The purpose of the hearing was to propose solutions to relieve the burden of the current tax code on small businesses.

Social Security and payroll taxes were among the small business burdens discussed at the hearing. Also, the federal estate and gift tax, known as "the death tax" was criticized as burdensome to the family owned

business. The estate tax, misunderstood as simply a one-time cost paid when a business owner dies, can be ruinous to surviving family members who are often forced to sell the business and essentially their livelihood.

For more information on taxation, the House Committee on Small Business website address is: <http://www.house.gov/smbiz> ♦

SBA NEWS

SBA Proposes Rules for HUBZones; 25,000 Jobs Forecast for First Year

The following was a SBA news release published on April 2, 1998.

WASHINGTON - The U.S. Small Business Administration (SBA) today issued proposed rules for the HUBZone Empowerment Contracting Program that will increase federal

procurement opportunities for small businesses located in economically distressed communities throughout the United States.

Increased contracting activity by HUBZone firms is expected to promote private-sector investment and create as many as 25,000 new jobs in the first year of the program. The new workers will be employed by qualified small businesses located in HUBZones (Historically Underutilized Business Zones), which are areas of generally low income and high unemployment. HUBZones are located in more than 7,000 urban census tracts, in 900 mostly rural counties, and on every Native American reservation. Census tracts are areas within counties that range in population from 2,000 to 8,000 persons.

The proposed HUBZone rules were published in today's *Federal*

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BMDO NEWS

BMDO's SBIR Program

The Department of Defense's Small Business Innovation Research program solicitation 99.1 will be posted on the DoD SADB Home Page at <http://www.acq.osd.mil/sadbu/sbir/homepg.htm> on October 1, 1998. Proposals can be accepted beginning December 1, 1998, until the solicitation closes on January 13, 1999. Also, be sure to check the BMDO SBIR website for updated information. The site can be accessed through the BMDO SADB Home Page at <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html> and clicking on procurement opportunities and Small Business Innovative Research and Small Business Technology Transfer (SBIR & STTR) programs.

STTR Proposals Recently Reviewed

The Ballistic Missile Defense Organization's Small Business Technology Transfer (STTR) program held its Panel Review of 130 proposals on May 22, 1998. There was a selection rate of approximately 10 percent. The scheduled award date for the STTR's is August 15, 1998. For information on the BMDO's participation in the STTR program, visit the BMDO SBIR website. The site can be accessed through the BMDO SADB Home Page at <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html> and clicking on procurement opportunities and Small Business Innovative Research and Small Business Technology Transfer (SBIR & STTR) programs.

BMDO Personnel Changes

The retirement of Dr. James D. Carlson, Deputy for Technical Operations, has resulted in additional personnel changes within the

organization. Dr. Bruce Pierce, Chief Architect/Engineer, is now serving as the Deputy for Technical Operations. Mr. Richard Ritter is now designated as the Chief Architect/Engineer and Dr. Richard Bleach is the new Acting Deputy Architect/Engineer.

New Home Page for BMDO's Chief Information Officer (CIO)

The Ballistic Missile Defense Organization's Chief Information Officer recently unveiled a new web site. The site is the newest effort by the Information Technology Directorate to reach out and inform the public about various available resources. The CIO believes this site will provide BMDO customers with reliable and timely access to information.

The site may be accessed at <http://www.acq.osd.mil/bmdo/ciomod/>. Once on the site, click on the icons for information on such areas as the Year 2000 Management Plan, the CIO's Fiscal Year '98 Initiatives, and Laws, Policy and Guidance, to name a few. ♦

The Ballistic Missile Defense Technical Information Center (BMD TIC)

In November 1984, the Strategic Defense Initiative Technical Information Center opened its doors, two months before the Strategic Defense Initiative Office came into official existence! Renamed the Ballistic Missile Defense Technical Information Center in 1993, the TIC acts as the central repository for BMDO scientific and technical information, collecting final reports, white papers and technical reports generated by BMDO or one of its contractors. The TIC also provides a number of products and services to the BMD community. These include:

Research Assistance: The TIC staff offers a wide variety of experience and knowledge in areas such as information use, collection development and document management. The TIC compiles information, locates documents, and creates bibliographic searches based on requested subjects.

Internal Database: The TIC's internal database includes all of its classified and unclassified holdings. This database contains scientific and technical reports, books, videocassettes, as well as 19,000 journal entries of articles related to BMD issues from 1987 to the present.

Commercial Database Services: This collection of online commercial databases includes: Defense Technical Information Center (DTIC)/Defense Research, development, testing and evaluation On Line System (DROLS), DTIC/Scientific and Technical Information Network (STINET), Legi-Slate, Lexis/Nexis, Dialog, and World News Connect.

Referrals: The TIC maintains a current listing of referral sources. Our staff will assist in identifying an appropriate source for information if a request falls outside the scope or resources of the TIC.

Bidders' Libraries: The TIC provides background documentation and reference material in conjunction with requests for proposals to assist prospective bidders with the technical requirements of new procurements.

BMD TIC FOCUS: A monthly newsletter, which features new acquisitions at the TIC, highlights articles from various defense journals, and focuses on other topics of interest to the BMD community. The *FOCUS* is available to TIC authorized users in hard copy and electronic format.

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Register and are open for public comment for 30 days. The HUBZone program is part of the Small Business Reauthorization Act signed by President Clinton on Dec. 2, 1997.

Vice President Al Gore noted that the HUBZone program builds on President Clinton's Empowerment Contracting Executive Order. "If we give people the tools to spur community collaboration and economic opportunity, we can tap the ingenuity and enthusiasm of every citizen, and help restore our cities and distressed areas to a level even our grandparents would be proud of," Vice President Gore said.

SBA Administrator Aida Alvarez said: "HUBZones will bring jobs and economic opportunity to communities most in need. Over the next five years, the level of annual federal contracts earmarked for small businesses in HUBZones should rise to nearly \$6 billion. This is economic empowerment in the best sense."

Under the HUBZone legislation, a specified level of federal contracts is reserved for small businesses in HUBZones. To qualify, a small business' principal office must be in a HUBZone and at least 35 percent of its employees must reside in the zone. The firm must also be owned and controlled by a U.S. citizen. Contracts reserved for HUBZone firms can be awarded through competition limited to qualified HUBZone firms or on a sole-source basis. Another option allows contracting officers to give HUBZone firms a price preference in bidding open to non-HUBZone firms.

The SBA has created an interactive Internet web page that identifies HUBZones by state, county and specific address. **The website is at: www.sba.gov/hubzone.** ♦

Legislation/Regulation Update

Proposed Changes to the 8 (a) Program

The final rule for changes to the Small Business Administration (SBA) 8 (a) program will be published in the *Federal Register* in the near future, according to the SBA. The SBA's final rule was sent to the Office of Management and Budget in April 1998. These changes were in response to President Clinton's government-wide regulatory reform initiative and the Department of Justice's review of Federal procurement affirmative action programs.

Small Business Size Standards

The Small Business Administration (SBA) has proposed changes to the size standards under three Standard Industrial Classification (SIC) codes. Under the SBA proposed rule, which was published in the *Federal Register* on February 3, 1998, the size standard would increase to \$7.5 million in average annual receipts for general Engineering Services (part of SIC code 8711), \$5.0 million in Architectural Services (SIC code 8712) and \$3.5 million in Surveying and Mapping Services (SIC code 8713 and part of SIC code 7389). The current size standard for each of these is \$2.5 million. The proposed revisions would better define the size of business in several industries the SBA believes to be eligible for Federal small business assistance programs. Comments were originally due by April 6th but the date was extended to May 6, 1998.

Central Contractor Registration

The Department of Defense final rule on Central Contractor Registration (CCR) was published in the *Federal Register* on March 31, 1998. This final rule amended the Defense Federal Acquisition Regulation Supplement (DFARS) by adding a new Subpart 204.73 - Central Contractor Registration. The CCR requirement became effective June 1, 1998. After that date, Contracting Officers are required to verify that prospective awardees are registered in the CCR prior to awards when the awards are based on solicitations issued after May 31, 1998.

HUBZone Empowerment Contracting Program

The proposed rule by the Small Business Administration (SBA) was published in the *Federal Register* on April 2, 1998. Comments were due to the SBA no later than May 4, 1998. Under this proposed rule, the SBA proposes to add to its regulations a new Part 126 to implement a new program entitled the "HUBZone Empowerment Contracting Program."

Anti-bundling legislation

The Federal Acquisition Regulation coverage on Contract Bundling has been drafted. However, it is on hold until the Small Business Administration (SBA) makes the appropriate changes to Title 13 of the Code of Federal Regulations. The SBA has prepared a proposed rule which was scheduled to go to the Office of Management and Budget by May 1, 1998. In Section 412 of the Small Business Reauthorization Act of 1997, contract bundling is defined as "the practice of consolidating two or more procurement requirements of a type that were previously solicited and awarded as separate smaller contracts into a single solicitation likely to be unsuitable for award to a small business concern...." This practice often prevents small businesses from being able to bid and win contracts they are qualified to perform. The Small Business Reauthorization Act of 1997 contains procedures and guidelines for contracting officers to follow when consolidating contracts. ♦

Signal Corporation *(Cont'd from Page 1)*

SIGNAL is a Year 2000 value-added solution provider.

Engineering and management services consist of system, hardware and software engineering; help desk operation and maintenance; in-service engineering; acquisition management; logistics planning and engineering; training; technical and financial planning; and administrative support.

Multimedia capabilities include interactive electronic technical manuals and courseware; audio and video production; Computer Aided Design/Computer Aided Manufacturing services; proposal and presentation production; and website design and development.

In 1996 and 1997, the company was selected for the prestigious Inc. 500 list of America's fastest growing companies. SIGNAL generated revenue of \$18 million in 1994, \$33 million in 1995, \$55 million in 1996 and \$91 million in 1997. As a result of its rapid growth, SIGNAL voluntarily graduated out of the 8 (a) program for Small Disadvantaged Minority Business in November 1997, several years earlier than the required graduation.

SIGNAL Corporation was founded by Roger Mody, President & CEO, when he recognized that shrinking federal budgets had created great demand for high technology, low cost subcontractors to assist large prime contractors in meeting their increasingly challenging budgets. By concentrating on marketing cost effective/high productivity technical services to large prime contractors, SIGNAL frequently obtained substantial subcontracts following only several weeks of marketing versus the many months of marketing required to obtain prime government contracts. SIGNAL's corporate focus on quality, increased productivity, and reduced

prime contractor cost is ensured by employing a cost-effective mix of high technology senior professionals augmented with mid- and entry-level technologists, all of whom are automated with leading-edge computers and software.

SIGNAL's early success resulted from the corporate emphasis on customer satisfaction and respect for every employee. These principles allowed Mody to assemble the staff, business base, and financial resources necessary to expand marketing activities in recent years to address prime government contract opportunities, particularly those created by the Federal Acquisition Streamlining Act

***SIGNAL voluntarily graduated
out of the 8(a) program***

(FASA) such as Government-Wide Acquisition Contracts (GWAC), multiple-award procurements, and GSA Schedules for Information Technology services. Today SIGNAL is a prime contractor on three GWACs and a subcontractor on three others. SIGNAL is also a prime contractor or subcontractor on eight agency/project-level multiple award contracts, and has received a total of over 300 contracts.

SIGNAL Corporation currently provides services to the Ballistic Missile Defense Organization under the Audio Visual and Telecommunications Services portion of the Management Information Centers (MICs) Contract. Under this contract, SIGNAL manages, operates, and maintains MICs, the Secure Conference Room (SCR), Video Teleconferencing (VTC) rooms, 10 to 20 VTC PictureTel rollabout systems, and a telecommunications VTC bridge.

SIGNAL schedules and manages daily operations of the BMDO Defense Commercial Tele-communications Network (DCTN); manages and operates a VTC software scheduling system; manages, operates and maintains all BMDO audio visual (AV) equipment; and remains abreast of state-of-the-art and alternative AV and tele-communications systems for recommendations to the government.

Earlier this year, Mody was named to the 1998 Federal 100. The ninth annual listing recognizes executives from government, industry, and academia selected by an independent panel of judges to have had the greatest impact on the government systems community during the prior year. In March 1997, Mody received the Virginia Vanguard Award from Virginia Business magazine as the owner of the fastest growing privately held company in Virginia with a focus on technology, and SIGNAL was concurrently ranked #2 on the Virginia Business Fantastic 50 list of fastest-growing private firms in the state.

Mody won the 1997 Ernst and Young Entrepreneur of the Year Award for the greater Washington area, the 1995 KPMG Peat Marwick Entrepreneur of the Year Award for the greater Washington region, and the 1995 Entrepreneur of the Year Award from the Association of Indians in America. SIGNAL received the 1992, 1995, 1996 and 1997 Washington Technology Fast 50 Award; the 1995, 1996, 1997 National Technology Fast 500 Award, and the Arthur Andersen/Washington Business Journal FasTrack Award in 1994, 1995, 1996 and 1997. SIGNAL also received the prestigious Space Frontier Foundation's Space Frontier Award in 1994. ♦

Start Preparing Today for the Y2K

Y2K is the hip term for the “Year 2000” software conversion problem that could potentially disrupt our everyday lives.

Simply put, computers use dates to perform many important functions. These include basic processes like calculating, comparing, sorting, validating, and many other computations. Computers also use dates, which appear as “mmddyy,” to perform complex calculations. These dates appear at almost every conceivable level of computing, from mainframes to personal computers, as well as every piece of hardware that contains a microchip.

Due to the fact that systems have been programmed to recognize the two-digit date field, most systems will be unable to identify “00” of the Year 2000 as being larger than “99” of the Year 1999. The systems may interpret the “00” as the Year 1900. The reason this is so important is because data processing systems used in all types of businesses rely heavily on dates. If the computer code does not understand or recognize that one date is greater than another, it may not be able to process properly and may produce erroneous results, according to the Small Business Administration’s Handbook “The Year 2000 Problem,” located on the SBA website at <http://www.sba.gov/y2k>.

The SBA has reported that the Y2K problem has serious implications to the “business supply chain.” This problem potentially could effect cash flow, inventory, taxes, interest calculations, financial forecasting, customer relations, and many other areas. There have already been reports of Year 2000 problems in the media. In early August 1997, as reported in the Detroit Free Press, the owners of a grocery store chain in Michigan sued the manufacturer of their cash registers

because the terminals would not recognize credit or debit cards with an expiration date of “00.” The owners claimed they had lost thousands of dollars worth of business because the terminals rejected customers with valid debit/credit cards.

In an attempt to combat this problem, the SBA has developed the following five-step plan, located on their website (listed above), for small businesses to achieve Year 2000 readiness:

Awareness – educating and involving all levels of your organization in solving the problem;

Inventory – creating your checklist toward Year 2000 readiness;

Assessment – examining how severe and widespread the problem is in your business and what needs to be fixed;

Correction and testing – implementing the readiness strategy you have chosen and testing the fix; and,

Implementation – moving your repaired or replaced system into your production environment.

There are many helpful sources you can turn to for help in making your business ready for the millennium. Here are some internet web sites to get you on your way to being Year 2000 compliant:

www.sba.gov/y2k – The Small Business Administration addresses many issues related to the Y2K problem.

www.sbaonline.sba.gov/hotlist/year2000.html – Another Small Business Administration site that addresses the Y2K issue.

www.itpolicy.gsa.gov – General Services Administration’s Office of Information Technology site that lists an icon for the Y2K.

www.year2000.com – Peter de Jager’s Web site - a good source to other sites.

www.ita.org/yr2000bg.htm – The Information Technology Association of America presents an overview of the

Year 2000 problem and present solutions.

www.RightTime.com – This site has several patches to bring your non-compliant system into the next century.

www.software.ibm.com/year2000/ – IBM’s Year 2000 page.

www.microsoft.com/CIO/Articles/year2000FAQ.htm – Microsoft’s Year 2000 page.

www.gmt-2000.com/gmt-2000/home_page_frameset.html – The link to Greenwich Mean Time’s Home Page with evaluations of PC testers and BIOS chips - useful for PC evaluation.

www.y2kjournal.com – Magazine that is dedicated solely to the Year 2000 problem.

www.isquare.com/y2k.htm – The Small Business Advisor web site.

www.support2000.com/sme.htm – Links to Tools and Information resources for small- and medium-sized enterprises to help deal with the Year 2000 problem.

pw2.netcom.com/~helliott/00.htm – The Mother of all Year 2000 (Y2K) Link Centers serves as a gatekeeper of more than 2,600 web pages on the Y2K problem.

www.acq.osd.mil/bmdo/ciomod/year2000/yr2000.html – This is the BMDO Chief Information Officer’s web page on the Y2K problem. It contains the BMDO management plan and resource links to other sites. ♦



SMALL BUSINESS STATISTICS

African American-Owned Business and the SBA

- In the SBA's 8(a) Minority Enterprise Development Program, almost half (45 percent) of the 6,100 participating businesses are owned by African Americans.
- The African American-owned 8(a) firms received more than \$2 billion in contracts under the program in FY 1996, compared to \$1.6 billion in FY 1992.
- Almost 88,000 African Americans received business counseling and training under SBA's Small Business Development Center program, and SBA's Service Corps of Retired Executives (SCORE) program counseled more than 26,250 African Americans last year.

Hispanic American-Owned Businesses and the SBA

- Fully one-quarter of the 6,100 participants in the SBA's 8(a) Minority Enterprise Development Program are Hispanic-owned businesses.

- Hispanic-owned businesses received about \$1.5 billion in contracts under the program in FY 1996.
- More than 18,000 Hispanic Americans received business counseling and training under SBA's Small Business Development Center Program, and SBA's SCORE program counseled more than 2,700 Latinos last year. ♦

This information was obtained from the Small Business Administration's internet website.

HBCU/MI (Cont'd from Page 1)

named as one of the top 20 college students in America by USA TODAY. College professors from all 50 states nominated a total of 1,194 students for the academic honors. As an undergraduate physics major, Mr. Swain works with Dr. Anup Sharma in developing and testing a sensitive device for measuring the amount of moisture in soil. Dr. Sharma, a physics professor and advisor to Swain, is the principal investigator on a BMDO research effort awarded to Alabama A&M University under a set-aside for historically black colleges and universities and minority institutions. ♦

INTERNET NEWS

Some Useful Internet Addresses

Web site Highlight

The Small Business Administration (SBA) and the Federal Emergency Management Agency (FEMA) have information on their respective web sites for those affected by El Nino or any other natural disaster in recent months. Those sites are as follows: For the SBA - <http://www.sba.gov> For FEMA - <http://www.fema.gov>

Other Useful Sites

- The U.S. House of Representatives Small Business Committee address is: <http://www.house.gov/smbiz/>
- The U.S. Senate Small Business Committee address is: http://www.senate.gov/committee/small_business.html
- The White House Conference on Small Business address is: <http://whcsb.org>
- The Small Business Administration Home Page address is: <http://sba.gov>
- The BMDO Small and Disadvantaged Business Utilization Home Page address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>
- The Ballistic Defense Organization Acquisition Reporting Bulletin Board address is: <http://www.acq.osd.mil/bmdo/barbb/barbb.htm>
- The Information Technology Association of America address for the Year 2000 Problem is: <http://www.itaa.org/yr2000bg.htm>
- The Mother of all Year 2000 (Y2K) Link Centers address is: <http://pw2.netcom.com/~helliott/00.htm>
- BMDO Chief Information Officer's web page address is: <http://www.acq.osd.mil/bmdo/ciomod/>

CALENDAR OF EVENTS

Small Business Administration

September 2, 1998

Leading Edge Technology for Women Entrepreneurs Nat'l Satellite Conference Series for Women Entrepreneurs

Hockessin, DE

For information contact:

Mr. Edward Jones

Phone: (302) 239-9401

Small Business Administration

September 20-23, 1998

Minority Enterprise Development (MED) Week '98 National Conference
Marriott Wardman Park Hotel

Washington, DC

For information contact:

Ms. Tia Williams

Phone: (202) 205-7352

Small Business Innovation Research (SBIR)

November 3-5, 1998

SBIR National Conference
Hynes Convention Center
Boston, MA

For information contact:

SBIR Conference Center

Phone: 360-683-5742

Fax: 360-683-5391

DATABASE UPDATE

We continue to encourage small businesses that have submitted database forms to the BMDO Small and Disadvantaged Business Utilization (SADBU) Office to inform this office about organizational changes, so that we can maintain an accurate profile of your capabilities for our outreach efforts. The database is updated on an ongoing basis and is used as a source for matching your abilities with BMDO technical requirements. It is also a source for the mailing list for our quarterly newsletter, The SADBU Update. If your firm has had organizational changes that have not been passed on to this office, you may request a database update form so that the database will reflect current information about your firm.

If your firm is not currently in our database, please contact the SADBU office to request a company profile form. Also, if your firm is interested in doing business with BMDO, a small business packet which contains useful information about contracting opportunities may be obtained by contacting Janet Farrow at janet.farrow@bmdo.osd.mil or call (703) 693-6634.

The database form was recently modified to include entry and exit dates for 8 (a) contracts. Small businesses that have already submitted database forms and who are in the SBA 8 (a) Program, are encouraged to contact this office to provide this additional information. ♦

SADBU UPDATE is produced by McNeil Technologies, Inc. for the Small and Disadvantaged Business Utilization Office of the Ballistic Missile Defense Organization.

McNeil Technologies, Inc.
6564 Loisdale Ct., Suite 800
Springfield, VA 22150

BMD TIC *(Cont'd from Page 3)*

TIC Weekly Update: A weekly compilation of article abstracts, compiled from journals in the TIC collection, which focus on BMD press coverage, news, and scientific and technical information. The *Weekly Update* can be requested on the Application for Access and is e-mailed weekly.

The BMD TIC is open to BMDO staff and contractors, as well as outside visitors. All potential users, excluding BMDO staff, are required to complete an *Application for Access* form, which is subject to approval by the TIC Contracting Officer's Representative (COR). The *Application for Access* is available upon request and includes the option to sign-up for receiving the *FOCUS* and *Weekly Update* by e-mail. Once your application is on file, users may visit the TIC unclassified library as needed; no appointment is necessary. Research requests are accepted by the TIC staff in person, by phone, fax, or e-mail. Unclassified materials may be borrowed for a two-week period. A maximum of five items may be borrowed at one time. Users are welcome to make a personal visit to the TIC to use the collection and access non-circulating materials.

How can the BMD TIC help you? The TIC is always happy to run searches of our holdings and, within the boundaries of security and distribution, provide information in your areas of interest. We loan out documents and can help keep you current about what is going on in the BMD community through our monthly *FOCUS* and *Weekly Update*. If you are in the Washington, DC, metropolitan area, you can also come in and read the journals, newsletters and magazines that we have in our reading area.

If you have any questions concerning our products or services or need more information about becoming an *Authorized User*, please give us a call at 703-412-2827. ♦