

Missile Defense Agency Office of Small Business Programs

UPDATE



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Message From the Director Lee Rosenberg

Well, change is ever present within the MDA Office of Small Business Programs. Since our last newsletter we have some personnel updates in that Pravat Choudhury, our long time Mentor-Protégé Program and HBCU/MI Program Manager, retired from federal service the end of August. For those that know Pravat and the absolute professional he is, you know that his shoes will be extremely hard to fill. Pravat and his wife are still in the National Capital Region and Pravat is still the head of the Marketing Department at Howard University. Yes, that's right, Pravat was a part timer to us although you'd never know it as evidenced by the hard work and dedication that he brought to the job in MDA. We'll all just call him Dr. Choudhury and wish him the best in semi-retired life.

Bob Sever, our outstanding Deputy Director, also retired at the end of October. Bob has been a stalwart and mainstay of our office. It's safe to say that nothing would ever get done had it not been for Bob there behind me to pick up the pieces and actually make things happen. Bob has been in the small business "business" for over 35 years. He has assisted literally thousands of small businesses over the years in doing business with the Federal Government. Before coming to MDA in the spring of 2006, Bob worked in the Defense Contract Management Agency (DCMA) and many may remember him in the DCMA Dallas, Denver and D.C. Headquarters offices. As with Pravat, Bob will be a tough act to follow and will be sorely missed. Bob and his wife Sherry will now be off fishing in the Nashville, TN area and, boy, do I envy him!

On the MDA Small Business front, we are still plowing ahead with the MiDAESS effort. For those of you that don't know, the MiDAESS Program will be where MDA gets all its future Advisory and Assistance Services. It will be the single largest source of MDA prime contracts to small businesses. If you have not already registered on the FedBizOpps for MiDAESS notices, I urge you to do so as soon as possible. MiDAESS will be kicking into high gear pretty soon with announcements, a new draft RFP and another Industry Day.

We have had other recent successes in setting aside some of our infrastructure support work for HUBZones as well. These were a direct result of the diligent work Lorena Henderson, our Outreach Manager, put into locating capable small businesses to support our internal customers' needs. It's also a testament to what acquisition strategies can result from sources sought notices when quality responses that "answer the mail" are received from affected small businesses. That's a long winded way of pleading, once again, for you to respond to our sources sought notices when we issue them. It really can affect what we're able to set-aside, but the responses must address the information we seek. Simply enclosing a glossy marketing brochure as your response will not "answer the mail".

Finally, I'd like to reiterate that our office is here to assist you so that you have a better understanding of the Agency and our mission and needs. The office is staffed with very dedicated folks who really view you as their customer and want to help you. We meet regularly with all kinds of small businesses and we hope we can provide value added service for you. In that light, please let us know how we're doing. We don't know what we don't know. If you have ideas about how we can better assist you in doing business with MDA, please give us a call, drop us an email or stop by for a visit. You can always get us by calling 256-955-4828.

SBA Earns Award for Search Options

By Matthew Weigelt - www.fcw.com

The Small Business Administration's Business.gov Web site has received the Best Use of Local Search award.

"This award demonstrates SBA's commitment to providing innovative services to the small-business community,"

The site received the award because of its unique solution for handling geographically oriented search queries, SBA said. Search Engine Strategies, a conference and expo series focused on technological innovations, announced the award Aug. 20.

Business.gov is the access point for the Business Gateway, a cross-agency program that gives small businesses an easy way to find government information, including forms and compliance guidelines.

Business.gov uses the Google search engine and can intelligently read a user's query for geographic context, such as the city, state and ZIP code. For example, if someone types in "business license Richmond, Va.," Business.gov will return the relevant results from City of Richmond and Commonwealth of Virginia Web sites on licenses. The site's search feature returns only the most relevant results that align with the specific geographic area for which a user wants information.

"This award demonstrates SBA's commitment to providing innovative services to the small-business community," said Sandy Baruah, acting administrator at SBA. "We are proud of the work Business.gov has done to help our nation's businesses."

Business Gateway is a presidential e-government initiative that provides a single access point to government services and information to help the businesses with their operations.

SBA launched Business.gov in 2004, providing information on starting, growing and managing a small business. Officials revamped Business.gov in 2006, changing its focus to compliance regulations, from taxes to workplace safety.

In January, officials linked the site with Google's search engine. The site combined content from separate Web applications — from Google-based services that include Google's Custom Search Business Edition, Google Maps, the Google Search Appliance and publicly available information gathered from federal, state and local government Web sites.

The SES award is one of the Business Gateway's eight recognitions this year.

"It is truly an honor to be gaining so much recognition for doing something we at Business.gov feel so passionate about," said Nancy Sternberg, the Business Gateway program manager. "At the end of the day, as long as we're saving business owners' time and money, we've done our jobs. These awards are icing on the cake."

MDA Prime Contractor Council Update

The MDA Prime Contractor council, officially named the Missile Defense Agency Business Council (MDABC), met on 14 Oct 08. The primary purpose of the meeting was to elect officers for two-year terms, approve the council charter and operating plan, and establish committees to manage and lead council activities to strengthen the alliance between MDA and large Prime Contractors. The overarching purpose of the MDABC is to promote a collaborative, facilitative environment for Prime Contractors to discuss areas for small business insertion into MDA contracting opportunities. Moreover, the Council was also established to facilitate and enhance Prime Contractor initiatives for Small Business and foster a supportive community for developing and identifying Small Business enterprises that support the MDA technology roadmap.

The elected officers for 2008 – 2009 consist of:
President - Judy Hardin,
Raytheon Company

Vice President - Carol Tevepaugh,
Computer Sciences Corporation

Secretary – Rhonda R. Range-Ealy,
BAE Systems

The designated committees and chairpersons consist of:
Programs – Gary Waggoner,
General Dynamics

Communication – Bob Thompson,
Lockheed Martin

Regulatory Updates – Becky Martin,
Boeing

(Committee membership includes DAS Subcontracting Program Manager.)

Discussions during the meeting included MDA Office of Small Business Programs (OSBP) providing training to the council membership on MDA OSBP roles and responsibilities and the various specialty program needs. This training will facilitate a better understanding of MDA and enhance Small Business participation in MDA contracts. For more information regarding the MDABC, please contact 256-955-4828.

New MDA Credit Mentor Protégé Agreement between Lockheed Martin and ISYS Technologies

On July 9, 2008 a Mentor Protégé Agreement between Lockheed Martin Information Systems & Global Services (IS&GS), Mission & Combat Support Solutions (M&CSS) and ISYS Technologies was approved by the Defense Contracting Management Agency (DCMA). Under the Mentor-Protégé Program, Lockheed Martin (Mentor) will receive small business credits for their participation within a Credit-Only Mentor Protégé agreement with ISYS Technologies (Protégé).

Lockheed Martin Corporation has participated in the DoD Mentor-Protégé program since 1992, and has won Nunn-Perry awards for their participation since 2000. Lockheed Martin currently participates in over 20 active Mentor-Protégé agreements with the Department of Defense and other federal agencies.

Comprised of 52,000 highly skilled professionals, Lockheed Martin IS&GS brings together the full range of Lockheed Martin's information competencies with an expansive global delivery capability. With more than \$10 billion in sales, IS&GS is a leading federal services and Information Technology contractor with a strong heritage of delivering world-class solutions and delivering advanced technology across a broad spectrum of domains. The Mission & Combat Support Solutions (M&CSS) company under IS&GS is focused on providing the Department of Defense, United States Air Force, United States Navy, United States Army, Missile Defense Agency, NASA, NOAA, UK Ministry of Defense and other domestic and international agencies with Fully Integrated Capabilities and Effects-Based Solutions. M&CSS develops complex DoD and civil space, airborne, and ground Communications, Command and Control, Intelligence Surveillance and Reconnaissance (C4ISR) systems, products and services to enable information superiority for the 21st century warfighters.

ISYS Technologies is a woman-owned small business (WOSB), headquartered in Denver, Colorado. ISYS Technologies specializes in IT and Technical Engineering services within the MDA, DOD and Federal Civilian Agencies. ISYS currently has 90 employees and over 6 subcontracts with Lockheed Martin, including two with the Missile Defense Agency.

Under the two year Mentor Protégé Agreement, ISYS Technologies and Lockheed Martin are working together to enable ISYS Technologies to prime MDA small business set aside contracts. To this effect, the Mentor Protégé Agreement will assist in the establishment of an ISYS Technologies office in Huntsville, Alabama. The agreement includes development assistance in financial cost accounting & DCAA regulatory policy, proposal development & capture management, technical training for current ISYS MDA staff, executive management leadership, and subject matter training in the areas of contracts & finance. In addition to these areas, the Mentor Protégé incorporates the participation of Alabama A&M, as a Historically Black University. Alabama A&M will be assisting ISYS with complete corporate branding and marketing with the focus of becoming a prime contractor within the MDA. Alabama A&M students will also participate in internships supporting ISYS Technologies.

SBA Submits Final Women's Contracting Rule

Reprinted from www.sba.gov/news

WASHINGTON, DC — On Friday September 26, 2008 the U.S. Small Business Administration submitted to the Federal Register its final rule concerning women-owned small business (WOSB) contracting procedures, plus a new proposed rule on the industries eligible for WOSB contract assistance. The rule was submitted in advance of a hearing in a federal lawsuit that requires SBA to show progress toward finalizing the rule.

The proposed rule introduces a new data source that, if adopted, would significantly increase the number of industries under which a set aside could be established to 31, from the four that were permissible under the previously proposed data set.

The proposed rule notifies the public of an inherent limitation with the data set used by the Kauffman-RAND Institute for Entrepreneurship Public Policy (RAND) to determine in which industries WOSBs are underrepresented. SBA recognized the limitation during hearing preparations for its Administrator-designee.

The data limitation was not among those specifically disclosed by RAND in its study and consequently, was not discussed in the proposed rule. None of the public comments SBA received on the original rule noted this issue, although it was inherent to and discoverable from the underlying data disclosed to the public.

In the newly proposed rule, SBA describes an alternative data set which was not available for the RAND study or the previously proposed rule and was obtained by SBA from the U.S. Census Bureau. The new proposal gives the public a 30-day period to comment on the available data sets. The comments will be evaluated to determine the best available data to determine in which industries WOSBs are underrepresented in federal procurement.

The final rule submitted sets forth procedures for implementing set asides in the eligible industries. The procedures are similar to those set forth in the proposed rule published on December 27, 2007.

New Angle on Missile Defense: U.S. Overcomes Cost Obstacles With UAV-based Infrared Sensor

William Matthews, DefenseNews.com, Technology Watch



Having developed two missile defense systems for airliners, one that's mounted on the plane and another that's installed at the airport, Northrop Grumman now has demonstrated a third. This one is attached to a UAV and watches for missiles as it circles about 10 miles above an airport.

All three systems use sensors to detect missile launches and lasers to blind the infrared seekers that home in on hot jet exhaust.

The newest of the three proved itself in tests Sept. 8 and 9 at Holloman Air Force Base, N.M., Northrop says.

From an altitude of 50,000 feet, an infrared sensor was able to detect a missile launch, relay the information to an onboard missile tracker and then hit the missile with a blast from a laser, said Jack Pledger, Northrop's director of infrared countermeasures.

To the Department of Homeland Security, which paid Northrop \$6.6 million to develop the system it calls Project Chloe, the results "look very promising," DHS spokesman John Verrico said.

Cost has been a major obstacle in the effort to protect commercial airliners from the threat of shoulder-fired missiles, but UAV-

mounted missile defense systems might make protecting airports more affordable.

It's simple economics, said Kerry Wilson, Project Chloe program director. It would be cheaper to build a fleet of missile-jamming UAVs than to

install missile defenses on each of the nation's 6,800 commercial airliners.

DHS has spent at least \$230 million since 2004 on contracts with Northrop, BAE Systems, United Airlines, FedEx and other companies to develop and test missile defense systems.

Laser jammers that would be installed on individual aircraft emerged as the preferred technology, and the department set a goal of reducing the cost of missile-jamming systems to \$1 million or less per airliner.

Pledger said Northrop has met that goal. But equipping the U.S. airline fleet with missile jammers would cost about \$6 billion. Airlines, reeling under increased fuel costs and massive financial losses, are in no position to buy the defense systems. The deficit-plagued U.S. government is also unwilling to do so.

Looking for ways to "cover the most aircraft with the least money," DHS hit on the idea of putting missile defense systems on UAVs, Verrico said.

Loitering at 65,000 feet, a single UAV could monitor an area 50 miles across. In the Washington area, for example, a single UAV could provide missile defense for

Dulles, Reagan National and Baltimore-Washington airports, Verrico said.

By contrast, a ground-based system might not be able to protect an entire airport where planes are landing at one end and taking off at the other, he said.

High-flying UAVs armed with missile jammers might also prove valuable to the U.S. military in areas where the threat of attack by shoulder-fired missiles is high, such as Baghdad International Airport, Pledger said. There pilots have resorted to steep, corkscrew landings ever since a commercial cargo plane was hit by a shoulder-fired missile in 2003.

Pledger said Northrop has not calculated the cost of laser-armed UAVs, but individual units won't be cheap. "The system that goes on the UAV would probably be much more expensive than the system that goes on an airplane because of the advanced technology we have to put into it," he said. "Then you have the cost of the UAV, operation of the UAV and all of the support structure."

And there's a lot more work to be done before Northrop's UAV-based missile defense system is ready for service, Pledger cautions. For example, the tests at Holloman did not take the final step of zapping a missile's seeker.

The goal was "proving out the concept," Wilson said. "We wanted to see if we could get [laser] energy on a missile from those altitudes. We knew the laser we used wasn't strong enough" to blind the missile's homing device.

Then there's the problem of "off-axis jamming" to be solved, Wilson said. A jammer on an airliner points directly at the oncoming missile to blind its seeker. But a jammer on a UAV aims from an angle.

The What, How and Why of Teaming

Posted by Bob Webb – TeamingAgreements.com (Squire, Sanders & Dempsey L.L.P.)

A teaming arrangement is a business arrangement entered into by usually two, sometimes more, firms that wish to jointly pursue the opportunity to bid upon a government contract and secure the opportunity to perform the contract for mutual profit.

Teaming arrangements generally adopt one of two formats:

(1) - the “prime/sub” model - where one firm will bid upon the contract as the prime contractor, and if the contract award is secured, that firm will then subcontract portions of the work and task under the contract to the other team members; and

(2) - the “Joint Venture (JV)” model - where multiple firms join together to form a new joint venture entity which is owned by the team members and which then bids upon the contract. The new joint venture entity may take the legal form of a partnership, a limited liability partnership, a limited liability company, a corporation, or some other form of entity authorized by state law. There relative advantages and disadvantages of different forms of entity and the factors which weigh into the choice of a jurisdiction in which to form the JV entity will be the subject of future articles.

The use of a teaming arrangement as a contract bid and performance vehicle is specifically sanctioned under Subpart 9.06 of the “FAR” (federal acquisition regulations).

There are several common reasons for businesses to pursue teaming arrangements:

(1) A teaming arrangement may enable a firm that is interested in a contract the ability to offer critical skills and expertise to the customer - often skills and expertise in an area where the firm is otherwise weak and which could otherwise adversely impact the customer’s evaluation of the firm as a bidder;

(2) A teaming arrangement may offer a firm the ability to satisfy a requirement for or secure preferential positive bid proposal evaluation credit by inclusion of a team member which possesses the desired preference characteristics (i.e. small business, minority or disadvantaged business, disabled veteran owned business, HUB zone business, women owned business, native American enterprise, etc.);

(3) A teaming arrangement may offer a firm the opportunity to lock up an exclusive arrangement with a firm which offers “Best in Class” capability for a component of the proposed contract work, thereby precluding competitors from being able to offer the same capability and adding a strong positive component to the firm’s bid proposal;

(4) A teaming arrangement may offer a firm the ability to ally with key persons who’s involvement in ultimate performance is strongly desired by the customer; and

(5) A teaming arrangement may offer a firm the ability to bid upon and secure part of a large contract which would otherwise be beyond the normal ability of the firm to perform.

DHS is working with the Navy to determine how much more laser energy a UAV-based jammer will need to defeat a missile aimed at an airliner far below. Answers are expected next spring or summer, he said.

Knowing power requirements will help determine what sort of UAV is needed. The more power required, the bigger the laser - thus the bigger the UAV.

For the tests at Holloman, the laser system was carried aloft by the White Knight aircraft built by Scaled Composites to drop-launch SpaceShipOne. Scaled Composites is now owned by Northrop.

Northrop also builds the U.S. military’s largest UAV, the Global Hawk, which in

March set a flying record of 33.1 hours. Global Hawks cost about \$35 million apiece. With development costs factored in, the price rises to \$123 million apiece.

The missile detection system used in the Holloman tests was an infrared “missile warner,” a departure from the often-used ultraviolet missile warning devices, Pledger said.

Although ultraviolet detectors have less trouble with background clutter, ultraviolet light is disrupted by ozone, which can be a problem for a detector that’s peering through 10 miles of atmosphere.

It was a “real technical achievement” to develop an infrared missile-warning device

that is able to reliably spot a missile launch among the clutter of other heat sources, Pledger said. But the missile detector is not perfect; it cannot see through clouds. A layer of clouds between the UAV and the airport would make the missile defense system useless.

So would the problem of current restrictions against flying unmanned vehicles in U.S. civil airspace, he said. A UAV-based missile defense system alone is not a complete answer to the threat of shoulder-fired missiles, Pledger said.

“We envision it as part of a layered approach” that could include ground-based lasers and laser jammers on airliners, he said.

Frequently Asked Questions Regarding the Electronic Subcontracting Reporting System (eSRS)

Extracted from the Department of Defense's eSRS Frequently Asked Questions

http://www.acq.osd.mil/dpap/pdi/eb/electronic_subcontracting_reporting_system.html

1. I've entered my subcontracting report but it is still pending. How long should it take the government to accept both my ISR and SSR?

Once the reports are submitted to the government, contractors have met their reporting requirement. The government still has the right to reject the report at any time and ask for necessary revisions. You should receive e-mail notification once the report is acknowledged or rejected in the system.

2. What happens if my report is rejected?

The government may reject your report at any time and ask for necessary revisions. When your report is rejected in the system, you will receive e-mail notification. The e-mail should also include the reason the report has been rejected and should instruct you on what changes need to be made. If you still have questions regarding a rejected report, you should contact your government contracting official for clarification.

3. What do I do if I am unable to find the contract that I am contractually responsible for reporting our accomplishments?

If you are a large prime contractor: In the event that you are unable to find or report against a contract that should be available through eSRS, you must contact your government contracting officer for help. In order for you to report against your contract, your government contracting official will have to report your award to Federal Procurement Data System -Next Generation (FPDS-NG), and they must flag the record as having a subcontracting plan. FPDS-NG is the central repository for federal contract actions and is the authoritative source of the basic contractual information used to pre-populate many of the eSRS fields when entering your contract number. For more information on FPDS-NG, please visit <https://www.fpds.gov>.

If you are a large lower-tier subcontractor: In the event that you are unable to find or report against a contract that should be available through eSRS, you must contact the contractor with which your company has the contractual relationship.

4. What if I do not know the email address of the government or higher-tier individual who will review my reports?

If you are the prime contractor filing an ISR or SSR, or if you are a subcontractor filing an SSR, you should contact the contracting official on the contract(s) you have with that agency and ask them for this information. If they do not understand the process, then ask to talk with their organization's eSRS lead. If you cannot determine the name of that person, please send an email to the eSRS DoD Helpdesk at dodesrshelpdesk@bta.mil and label it as a policy question asking for that agency coordinator's name.

If you are a subcontractor reporting to the prime contractor or a higher-tier subcontractor, we recommend that you call the person who awarded your subcontract or the Small Business Liaison Officer of that company.

5. Why does my contract number appear different in eSRS compared to what is on my contract? There are more numbers and letters added to it.

The Federal Acquisition Regulation (FAR) subpart 4.602(e) prescribes the use of a unique Procurement Instrument Identifier. In accordance with FAR 4.602(e) (2), Agencies were required to have this in place prior to October 1, 2003. Any new contractual action awarded or issued by the Federal Government in Fiscal Year 2004 forward would adhere to this standard. For any action awarded prior to Fiscal Year 2004, a unique Procurement Instrument Identifier (PIID) was created using your Contract Number and augmenting it with the additional information to conform to the regulation and ensure enforcement of the standard and uniqueness in the numbering system.

6. How can I revise a report that was submitted to the government or higher-tier subcontractor?

The contractor needs to contact the individual at the government or higher tier who will be reviewing their report and request that it be rejected for revisions.

7. Why can't I see my lower-tier subcontractor's ISRs?

If your ISR has not been submitted into the system, there is nothing for the lower-tier report to link to in eSRS. Second, if the lower tier did not put your email address on the report as the reviewer, you will not see the report. You should ask your lower-tier subcontractor whose email address they put on the report. If it is incorrect, they can easily change the email address by going into eSRS and taking a look at their ISR list. Next to the report on that list is a button called "Update E-mail Target." They can click on that button and a box will appear asking for the correct e-mail address. Once they have entered the new e-mail address and clicked on "Submit", you should be able to see the report.

8. I was told that contractors who were registered under the same DUNS number can see each others work. Why is this not happening for our folks?

Everyone must enter the contract numbers that their company has with the government under the Contract Worklist on their homepage. Once that is done, they will see a listing of all reports that are entered by others, but they will not be able to review or edit the reports submitted by other individuals in their company. In the future, we hope to make additional changes to the system

to accommodate contractors to have permissions to see reports entered by other individuals in their organization.

9. How can I enter more than one SSR to an agency?

Since the SSR is a summary report, a contractor would normally submit only one SSR to each agency. One exception to this rule occurs when a contractor has both a commercial plan (i.e., for commercial items) and also one or more individual contract plans (i.e., for products or services not meeting the definition of a commercial item) with the same agency. Under this circumstance, the contractor must file two (2) SSRs, one for the commercial plan and the other representing the summary of subcontracting activity on all other contracts. A contractor with this requirement must be careful to isolate the subcontracting activity on the commercial plan to ensure there is no double counting. Another exception to this rule occurs when a contractor has a DoD Comprehensive Subcontracting Plan (CSP) and also one or more individual contract plans with the same agency. The contractor must file two (2) SSRs, one for the CSP and the other representing the summary of subcontracting activity on all other contracts.

10. When a contractor has a combination of individual and commercial plans for various contracts, are they required to submit one SSR for their commercial plan and a separate SSR for the individual plans?

See answers above.

11. I made a change in the system but it doesn't seem to have taken effect. I still see the same settings and report listing. How can I fix this?

The system seems to have a particular issue with changes using the same Web browser. If you are having issues, close out of all the Web browsers you are using in eSRS. Then open up a new browser and log into the system. This should fix your problem.

12. I am a contractor. When I entered the DUNS number on the registration screen, the system self-populated the organizational information and it is incorrect. The system will not allow me to edit the information. How can I change my registration data?

When a contractor enters their DUNS number to register, the contractor information is self-populated through a link to Central Contractor Registration (CCR). If there is an issue with the data, you will need to log onto CCR at <http://www.ccr.gov> and correct the data prior to registering in eSRS. Note: Once you correct the data in CCR, it will take approximately 48 hours before eSRS is refreshed with the new data.

All prime contractors are required to be registered in CCR to do business with the government. Lower tier contractors do not have the requirement to register in CCR unless they themselves have a contract with the government. However, in the event the contractor has not registered in CCR, the contractor must manually input, update and maintain the physical and mailing addresses in eSRS at time of registration.

13. What if a contractor registered under the wrong DUNS number?

The contractor should send an e-mail request to the eSRS Helpdesk at www.esrs.gov and request a change to their registration from the existing DUNS number to the DUNS required. The e-mail should include the contractor's e-mail address used during the eSRS registration process, the old DUNS, and the new DUNS.

MDA began accepting reports from Prime Contractors into eSRS as of October 1, 2008. Should you have questions regarding eSRS, please email the Office of Small Business Programs at subcontracting-oversight@mda.mil.

Navy Missile Test Is Hit-and-Miss

Monday, November 3, 2008

By Michael Levine

MANA — The United States Navy successfully intercepted one of two ballistic missile targets fired over the Pacific Ocean northwest of Kaua'i during Fleet Exercise Pacific Blitz, according to a written statement from Vice Adm. Samuel Locklear, commander of the U.S. Third Fleet.

After a short-range ballistic missile target was launched from the Pacific Missile Range Facility at Barking Sands, the Pearl Harbor-based Aegis destroyer USS Paul Hamilton detected and tracked the target, then launched a Standard Missile-3, resulting in a direct-hit intercept.

The Aegis Ballistic Missile Defense flight record is now 16 of 19 intercepts. Extensive analysis of the flight mission will be used to improve the system, a news release says.

"Hitting a bullet with a bullet" is a phrase often used to explain the complex engineering challenge of conducting a direct hit of a ballistic missile with a closing rate of thousands of miles per hour. Such an intercept capability is referred to as "hit-to-kill."

The missile collides with the target, destroying the target with the sheer force of impact. The energy released from the impact is equivalent to the force released when a 10-ton truck traveling at 600 miles per hour hits a wall, the release states.

"The successful engagement of ballistic missile targets from ships at sea is extraordinary," Locklear said in the release. "Pacific Blitz highlights the successful transition from developmental test flights to operational fleet execution."

The exercise was the first Navy Fleet operational firing to employ the SM-3 against a ballistic missile target.

Previous missile tests have been conducted in conjunction with the U.S. Department of Defense's Missile Defense Agency, which has handled much of the research and development for the program.

The two ships used in Saturday's exercise are among five that have fired missiles during testing.

In all, 18 ships are being equipped with the missile defense technology, with 16 of those 18 ships being situated in the Pacific Ocean.

2008 SBIR/STTR National Fall Conference Held in Hartford, Connecticut

The 2008 Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR) National Fall Conference was held in Hartford, CT November 12th through November 14th. The conference featured presentations on commercialization strategies, agency innovation needs, agency news, manufacturing innovation needs, success stories, intellectual property, and licensing. The conference also offered attendees the opportunity to meet one-on-one with SBIR program managers, large businesses and federal laboratories. Additionally, “speed-dating” sessions were offered to assist Small Businesses in networking with other attendees of the conference.

The conference brought together not only federal program administrators from all of the 11 SBIR participating agencies, but also large companies such as Lockheed Martin, Raytheon, Boeing and Pratt & Whitney. For more information regarding SBIR/STTR events, please call (703) 553-3400.

Nominations for the r3 2009 Top 10 List Due December 31

Extracted from the Small Business Advocate Newsletter, August-September 2008 Vol. 27, No. 8

Do you know of a federal regulation that is in need of review and reform? This is the time to speak up. Recommendations for the Office of Advocacy’s 2009 Top 10 List of Rules in Need of Review and Reform are due by December 31, 2008.

What is the process for small business stakeholders to identify rules as candidates for review and reform? The nomination criteria may be found on Advocacy’s webpage at www.sba.gov/advo/r3/r3_nomination.html. Stakeholders who want to propose a nomination should provide:

- A description of the current rule,
- The reasons why the rule or program should be reformed, and
- Specific recommendations for reform.

After Advocacy receives and evaluates a recommendation for reform, Advocacy staff will work with the stakeholder to develop sufficient information to move forward. To suggest reviews and reforms, please contact Assistant Chief Counsel Keith Holman at (202) 205-6936 or advocacy@sba.gov.

Websites of Interest

Missile Defense Agency (MDA)
www.mda.mil/mdalink/html/mdalink.html

Fed Biz Opps – (MiDAESS)
www.fbo.gov

**Electronic Subcontracting
Reporting System – (eSRS)**
www.esrs.gov

MDA Office of Small Business Programs
www.mda.mil/smallbusiness

**MDA Technology Applications Program
(Technology Transfer)**
www.mdatechnology.net

**U.S. Senate Committee on
Small Business & Entrepreneurship**
www.sbc.senate.gov/democrat/legislation



Small Business Legislative Updates

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

H.R.4253

Title: To improve and expand small business assistance programs for veterans of the armed forces and military reservists, and for other purposes.

Sponsor: Rep Altmire, Jason [PA-4] (introduced 12/4/2007)

Cosponsors: (3)

Related Bills: H.R.921, S.1784

Latest Major Action: Became Public Law No: 110-186

H.R.7175

Title: To amend the Small Business Act to improve the section 7(a) lending program, and for other purposes.

Sponsor: Rep Velazquez, Nydia M. [NY-12] (introduced 9/27/2008)

Cosponsors: (4)

Latest Major Action: 9/30/2008 Received in the Senate.

S.3001

Title: An original bill to authorize appropriations for fiscal year 2009 for military activities of the Department of Defense, for military construction, and for defense activities of the Department of Energy, to prescribe military personnel strengths for such fiscal year, and for other purposes.

Sponsor: Sen Levin, Carl [MI] (introduced 5/12/2008)

Cosponsors: (None)

Latest Major Action: Became Public Law No: 110-417

Related Bills: H.CON.RES.442, H.R.5658, S.3002, S.3003, S.3004

Note: In this Act: Division A is Department of Defense Authorizations; Division B is Military Construction Authorizations; and Division C is Department of Energy National Security Authorizations and Other Authorizations. In lieu of a conference report, a joint explanatory statement was submitted on pages H8718-H9081 of the Congressional Record on September 23, 2008. Pursuant to the provisions of H.Con.Res. 442, enrollment corrections were made to S. 3001.

S.3262

Title: A bill to reauthorize the women's entrepreneurial development programs of the Small Business Administration, and for other purposes.

Sponsor: Sen Hutchison, Kay Bailey [TX] (introduced 7/14/2008)

Co-sponsors: (None)

Latest Major Action: 7/14/2008 Referred to Senate committee. **Status:** Read twice and referred to the Committee on Small Business and Entrepreneurship.

S.3362

Title: A bill to reauthorize and improve the SBIR and STTR programs, and for other purposes.

Sponsor: Sen Kerry, John F. [MA] (introduced 7/29/2008)

Cosponsors: (14)

Committees: Senate Small Business and Entrepreneurship

Latest Major Action: 8/22/2008 Placed on Senate Legislative Calendar under General Orders. Calendar No. 943.

S.3451

Title: A bill to amend the Small Business Act to extend the Small Business Innovation Research and Small Business Technology Transfer programs, to increase the allocation of Federal agency grants for those programs, to add water, energy, transportation, and domestic security related research to the list of topics deserving special consideration, and for other purposes.

Sponsor: Sen Feingold, Russell D. [WI] (introduced 9/8/2008)

Cosponsors: (None)

Committees: Senate Small Business and Entrepreneurship

Latest Major Action: 9/8/2008 Referred to Senate committee.

Status: Read twice and referred to the Committee on Small Business and Entrepreneurship.

2008-2009 Calendar of Events

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December 8 - 10, 2008

Army Corps of Engineers (ACE)
12th Annual Small Business Conference
Memphis, TN

January 29, 2009

U.S. Department of Veterans Affairs
VA-Owned Business Expo
Washington, DC

March 2-5, 2009

FY09 Mentor Protégé Conference
San Francisco, CA

March 23-26, 2009

7th Annual AIAA Missile Defense Conference
Washington, DC

SBA Small Disadvantaged Business Certification (SDB) Questions and Answers

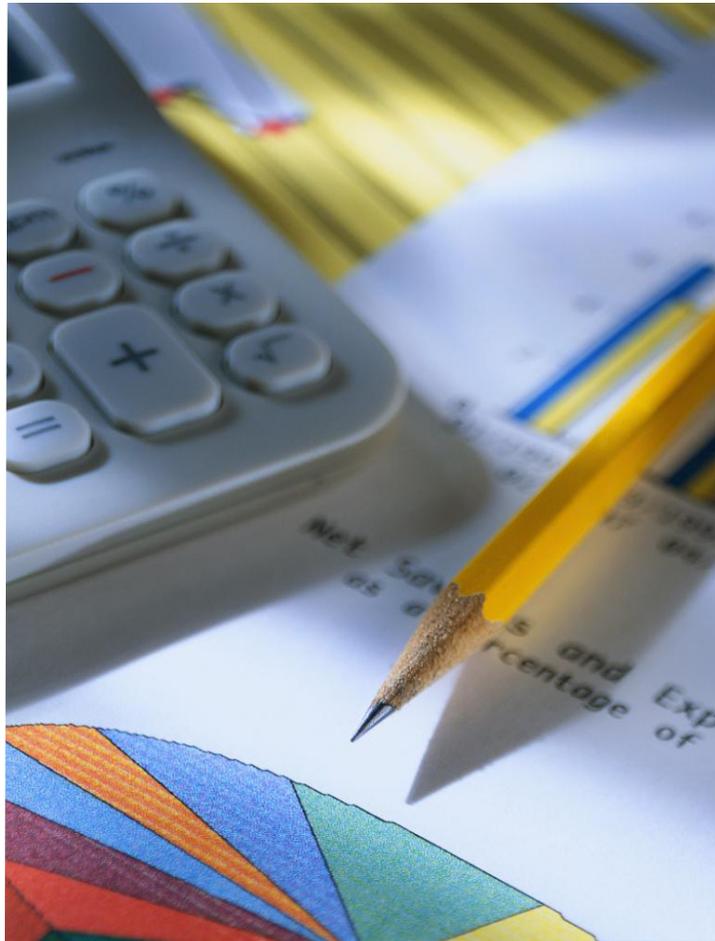
Q. Why did the SBA suspend the receipt of applications for the SDB program?

A. Since FY 1999, SBA, on behalf of federal procuring agencies, certified Small Disadvantaged Businesses (SDBs), which were then entitled to receive price evaluation adjustments of up to 10 percent for federal procurement. The SDB certification process is meant to ensure that only eligible firms received the SDB benefit (price evaluation adjustment).

On December 9, 2004, statutory authority to use the SDB price evaluation adjustment ended for the majority of federal procuring agencies. Authority to use the adjustments was still permitted to three agencies, the Department of Defense, NASA, and the Coast Guard, which used it under separate authority running through 2009.

Over the last six years, DOD, the largest procuring federal agency which represents approximately 68 percent of federal procurement, met its SDB procurement goal without the use of the price evaluation adjustment tool.

Without the SDB price evaluation adjustment for prime contracts, there is no direct benefit to the SDB firm, and the SDB designation is only used for statistical purposes to determine government-wide SDB goal achievement.



Federal procuring agencies have expressed concerns of having firms go through the time and expense of the SDB certification process when there is little-to-no benefit. In addition, the agencies have met the government-wide SDB procurement goal through the use of the 8(a) program and award of contracts to SDBs through small business set-asides and full and open competition contracts.

From Fiscal Year 1999 to Fiscal Year 2007, contract dollars going to SDBs increased from \$6.2 billion to more than \$25 billion. The percent of federal procurement dollars going to SDBs doubled during the same period from 3.3 percent to approximately 6.6 percent.

These accomplishments were achieved with limited-to-no use of the price evaluation adjustments. Procuring agencies have been notified that effective October 1, 2008, the SBA will no longer charge them for SDB certification and small businesses will be allowed to self certify.

Q. How will this affect small businesses certified in the SDB program?

A. The SDB certification process is time consuming and costly for small businesses and offers little-to-no benefit. Since the federal government has exceeded the statutory five percent SDB goal with limited-to-no use of the SDB price

evaluation adjustment, which was put in place to benefit SDB firms, it is unreasonable for the federal government to require these firms to incur the unnecessary expense of filing detailed applications for SDB certification when the price evaluation adjustment is no longer used.

In some cases, small businesses were paying third parties thousands of dollars to prepare their SDB application.

Q. How will the suspension of the SDB program affect the 8(a) program?

A. The suspension of the SDB applications will have no effect on SBA's 8(a) Business Development program. In fact, small businesses that participate in the 8(a) program are also small disadvantaged businesses.

Q. Will small businesses be able to keep their small disadvantaged status and how will they be certified?

A. Yes. Small businesses will continue to self certify as a small disadvantaged business.

Q. Will there continue to be an SDB federal contracting goal?

A. Yes, there will continue to be an SDB federal contracting goal. The federal government has either met or exceeded the five percent goal for the past seven years.

Q. What is the SBA doing to alert the public and the small business community of the changes?

A. The SBA published a notice in the Federal Register on September 23, 2008 to alert the small business community of the suspension of applications for the Small Disadvantaged Business Program. An Interim Final Rule will be published soon that will revise the 13 CFR 124 to reflect the authority to allow small businesses to self certify their SDB status, if they meet the criteria established by the SBA.

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Corrections from July 2008 Newsletter

- Ms. Cassandra Watkins' correct title is Program Analyst rather than Budget Analyst.
- Ms. Phyllis Hovey's correct title is Financial Analyst rather than Program Analyst. She is employed by Paradigm Technologies rather than EMC.

MDA 9th Annual Small Business Conference

The Missile Defense Agency Office of Small Business Programs hosted its 9th Annual Small Business Conference July 21-22 in Huntsville at the Von Braun Center North Hall. The theme for this year's conference was "MDA: Teaming for Global Missile Defense."

Prior to the start of the conference on July 21st, a kickoff meeting of the Missile Defense Agency's Small Business-Industry Council on 21 Jul was held with 15 Small Business Liaison Officers and mid-level representatives from 11 prime contractor companies. The Council is being established to address issues such as subcontracting plan negotiations, program performance oversight, reporting of progress to individual contractor subcontracting goals and methods to integrate SBIR/STTR advancements and technology improvements into the BMDs at the prime and subcontract levels. Discussions were held on sharing of best practices, lessons learned, and establishing a Council directory to share information regarding small businesses. Topics for future meetings included presentations to small businesses on how to do business with prime contractors, marketing to primes, and SBIR/STTR presentations to the Council. A steering group was established to draft a Council charter, vision, mission and membership requirements, and to schedule and publish the August meeting notice.

The MDA Small Business conference began July 21st with an evening networking reception and keynote address by Mr. Robert Barnes, Director for Advance Technology. Over 300 personnel attended the opening networking reception.

The conference continued on July 22nd with a presentation "Overview of Missile Defense Agency Small Business Programs" by Mr. Lee Rosenberg, Director, Office of Small Business Programs, a video "Missile Defense Worldwide", presentations by Missile Defense Agency Engineering and Support Services (MiDAESS) Program Office, Ms. Carolyn Goldberg, Program Director, MiDAESS, Ms. Robbie Phifer, Procuring Contracting Officer (PCO), MiDAESS and Mr. Ramon Morales, General Council. The conference continued with a panel discussion with Mr. Barney Klehman, Director of Contracting, Mr. Lee Rosenberg, Director, Office of Small Business Programs, Ms. Carolyn Goldberg, Program Director, MiDAESS and Ms. Caroline Coleman, Director for Contractor Support Services.

Welcoming remarks were provided by MG Patrick O'Reilly, Deputy Director, Missile Defense Agency. Mr. David Altwegg, Executive



Director of the Missile Defense Agency served as the keynote speaker.

A primary focus of this year's conference was on the MiDAESS program. Representatives from 14 functional areas and major Prime Contractors provided presentations during the afternoon. Presentations consisted of information about their individual functional area requirements necessary to do business with MDA the Mentor Protégé Program and subcontracting opportunities. The presenters were: Ms Anna Ferre and Mr. Larry Easterwood, Safety, Quality and Mission Assurance, Mr. Mike Wallace, Business & Financial Management, Mr. Stan Thomas, Acquisition Management, Ms Patricia Gore, Engineering, Ms Donna Hirabayashi, Infrastructure & Environmental, LTC Doug Oyler, Administrative Services, Mr. Stephen Fleet, Warfighter & BMDs Operations Support, Mr. Jim Raynor, Information Management & Technology Operations, Mr. Mike Swaney, Security, Ms Jacqueline Walker-Brown, International Affairs, Mr. Steve Himes, Test, Ms Patricia Craver, Human Resources, Mr. Mike Hubbard, Worldwide Deployment Support and Mr. Robert Barnes, Advance Technology. Our Mentor Protégé session was represented by Mr. Pravat Choudhury, Mentor Protégé, HBCU/MI Program Manager, Office of Small Business Programs.

This year's conference was the most successful to date with 600 in attendance, of which 313 were small business firms and 43 were large business firms. Lorena Henderson, MDA's Outreach Program Manager, said "The success of the conference was a result of teamwork and cooperation across all levels of the agency. This commitment demonstrates the unwavering support and enthusiasm in meeting mission requirements and objectives. The comments that were received relative to the staff and support personnel, exemplified the highest standards of dedication to excellence and the success of the Agency's Small Business Conference."