



Missile Defense Agency

Office of Small Business Programs

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Message from the Director, Lee Rosenberg

In this edition, I wanted to address some concerns that small businesses currently have about sequestration and

budget cuts that are looming before us. In the April edition of this newsletter, I discussed broadening your marketplace to cope with the changing Government business environment and I think it is ever more important to do that given the current circumstances. There is no way to “sugar coat” the current situation; there will be pain felt amongst all Government contractors, particularly those doing Department of Defense (DoD) work given the planned budget cuts. Planned drawdown in contingency operations and the sequestration are typically the cuts made by the DoD. As it often happens during periods of drawdown, resizing of the supporting contractor industrial base occurs--often times through mergers and acquisitions. This often means that the big companies get even bigger as they try to expand into other markets to make up for lost market share from the markets in which they usually do business.

So what does this mean for small businesses? Small businesses deal in niche areas; often the flexibility within that niche area is great, but the flexibility to shift to other niche areas is more challenging. Small businesses make capital investments around their niche areas and often do not have the capital or human resources to just abandon their current business model and shift to another area. It takes more time and planning to make that shift. Large, diverse businesses are able to divert resources to other areas and more

easily abandon a current market or buy up additional capability to enter a new market. This allows them to “weather the storm” much better than a small business.

This changing DoD market landscape is particularly acute for small businesses in the knowledge based services sector. Their capital investment is primarily human capital with particular expertise. For small businesses in this area, when the market dries up in one area it often means letting employees go unless they can replace the lost work with other similar work. What happens when the whole market truncates in this area? A small business that has built their company around that particular niche may lay off employees and go out of business.

For those small businesses in the manufacturing sector, a truncation of the market place often means less orders from their customers, smaller production runs of what is ordered and a laying off of skilled labor. One need only look at the vagaries in the automotive industry to see the impact of a changing market place on the small business parts suppliers.

For those small businesses involved in technology development, the downturn in budget availability may mean that capital once available for that development dries up, as both the industry and Government activities interested in that development have to “tighten their belts.”

For those small businesses in the general services industries, less budget availability in operations and maintenance accounts means less demand due ...**Continued on Page 2**

Continued from Page 1... to deferred maintenance, truncated training requirements or lost business due to other cost savings measures.

In addition, let us not forget what happens on the Government side of the fence when these downturn periods occur. Hiring freezes and less budget availability means supporting functions, such as contracting, downsize as well. This means fewer resources available to produce and manage large amounts of contracts. This, in turn, tends to lead to larger and fewer contracts, making the problem for small businesses even more acute. Downturn periods also mean fewer resources to buy end items and less demand for components and spare parts. As this trickles down, small business manufacturers either feel the brunt of this in unfavorable “make or buy” decisions by the large companies or just in reduced volumes of orders.

So, the picture I’ve painted is pretty bleak, yet I think even small businesses are able to get through this period if they are smart enough to recognize that future business with the DoD is not going to be “business as usual.” I think some coping strategies involve diversification of your business, more teaming with other small businesses to bring the strengths of each to the market in a synergistic manner and more capital investment in flexible machining capability if you are in the manufacturing sector. In addition, diversification of your marketplaces comes into play. Actively seek other markets in which your business can thrive, some of which may be non-traditional to you. Do not discount the commercial sector, where creative thinking regarding your skills and their application can bring new markets to light. Moreover, there is a great, largely untapped, international marketplace to explore as well. In my article in the April edition of our newsletter found online (http://www.mda.mil/global/documents/pdf/osbp_news_april13.pdf), I discussed some action you can take to ease these future changes in the DoD marketplace.

Take advantage of the resources available to you such as your local procurement technical assistance center. Create more dialogue with the end user Government customer to see what their plans are for coping with the shrinking budget and then use that information to shape your business planning going forward.

No one says the future DoD market place will not be without it fits and starts as everyone tries to cope with budget uncertainties, but the market place will remain. The nation will still need defending, the participation in that defense will still be a noble effort, and the DoD will still need industry to develop and produce the machinery of that defense as well as assisting in the management of the enterprise. Where you fit in as we go into the future will largely be determined by the planning you do now. The eagle soars around looking for its prey; the ostrich

sticks its head in the sand when confronted. Are you an eagle or an ostrich?

Small Business Subcontracting Rule (SSBR) SBA final rule implements provisions of the Small Business Jobs Act of 2010

by Jerrol Sullivan

The final version of the SBSR became effective August 15, 2013. It creates several new reporting and compliance requirements for prime contractors using small businesses as subcontractors. These requirements include:

- Demonstrating good faith efforts to award subcontracts to small businesses in the same proportion as indicated in bid submissions. If a prime contractor fails to meet those proportions, it must provide written justification to the Federal Government’s contracting officer who monitors subcontracting plan performance.
- Annual reporting on small business subcontracting pursuant to multi-agency contracts.

To comply with the SBSR, contractors must notify the contracting officer every time an entity:

- Pays a reduced price to a small business contractor.
- Is more than 90 days late in making a payment to a small business subcontractor.

After making these notifications, contracting officers must:

- Consider this information in evaluating prime contractors.
- Report prime contractors with a history of untimely payments.

When the SBSR becomes effective, agencies will be able to take prime contractors’ history of non-compliance into account when making award decisions.



Message from the Deputy, Genna Wooten

In the January edition of our newsletter, I provided a tentative schedule of upcoming Request for Task Order Proposal (RTOP) release dates for the MiDAESS recompetes acquisitions. Many of the MiDAESS task orders have been awarded since January; however, there are still numerous task orders that did not meet the respective, original RTOP release date. In an effort to keep the MiDAESS prime contractors and subcontractors updated on tentative RTOP release dates, below is the revised--tentative--schedule of the remaining task orders:

MiDAESS Full and Open

Capability Group 3

DE-01	01/13/2014
DE-03	01/28/2014
DE-05	08/30/2013
DE-08	10/24/2013
DE-10	11/18/2013
DT-01	11/04/2013

Capability Group 4

DT-08	01/13/2014
DPF-02	08/30/2013

Capability Group 6

IC-03	11/18/2013
DEI-01	08/30/2013
DEI-06	09/26/2013

Capability Group 7

A3-02	01/13/2014
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MiDAESS Small Business Set-Aside

Capability Group 3

DE-02	01/10/2014
DE-09	10/24/2013
DE-12	01/24/2014
DE-13	10/10/2013
DT-05	11/06/2013
DT-06	01/17/2014
DT-07	02/04/2014
IC-01	02/11/2014
IC-02	10/24/2013



MiDAESS Awards

Full and Open

Blue text indicates IDIQ Awards
Red text indicates Task Order Awards
■ Recompeted/Recently Awarded

Acquisition Support (Capability Group 2)		IDIQ Contract Award Date: 9/8/2010	
Booz Allen Hamilton	HQ0147-10-D-0018	DP-01	1/19/2013 Integration Synchronization
Computer Sciences Corporation	HQ0147-10-D-0019	DOB-03	1/21/2011 Budget Execution/Funds Control
Paradigm Technologies, Inc.	HQ0147-10-D-0020	DOB-02	2/28/2011 Strategic Financial Planning
Odyssey Systems Consulting Group	HQ0147-10-D-0021	DOB-07	2/27/2013 Financial Systems Support & Integration

Engineering Support (Capability Group 3)		IDIQ Contract Award Date: 8/30/2010	
ERC, Inc.	HQ0147-10-D-0006	DE-01	7/8/2011 System Engineering Integration
Madison Research Corporation	HQ0147-10-D-0007	DE-05	3/22/2011 Sensor Engineering
Computer Sciences Corporation	HQ0147-10-D-0008	DT-04	11/4/2011 General Test Support
General Dynamics IT	HQ0147-10-D-0009	DT-02	2/14/2011 Ground Test Support
Sparta, Inc.	HQ0147-10-D-0010	DE-03	6/8/2011 Weapons and Missile Systems
		DE-07	5/28/2013 Space Portfolio Engineering
		DE-08	5/24/2011 C3BM
		DE-10	5/26/2011 M&S Engineering
		DE-11	3/24/2011 Laser (Directed Energy) System Engineering
		DT-01	5/20/2011 Flight and Component Test Support

Infrastructure and Deployment Support (Capability Group 4)		IDIQ Contract Award Date: 6/23/2010	
Computer Sciences Corporation	HQ0147-10-D-0022	DPF-01	3/10/2011 Facility, Logistics, and Space Management
		DPF-03	5/30/2013 Environmental Management
		DT-08	8/11/2011 Warfighter Operational Support
General Dynamics IT	HQ0147-10-D-0023	DDW-01	2/15/2013 Warfighter Strategic Integration
Sparta, Inc.	HQ0147-10-D-0024	DDW-02	5/26/2011 Operations Support
		DPF-02	4/21/2011 Facilities Life-Cycle Management Site Activation Planning, Deployment, and Integration

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

Security and Intelligence Support (Capability Group 6)		IDIQ Contract Award Date: 8/30/2010	
Booz Allen Hamilton, Inc.	HQ0147-10-D-0011	DEI-02	4/18/2011 Declassification
		IC-03	7/22/2011 BMDS Information Assurance/Computer Network Defense
		DEI-03	5/1/2012 Intelligence
Lockheed Martin, Inc.	HQ0147-10-D-0012	DEI-06	7/7/2011 Cyber Security and Engineering
ManTech International Corporation	HQ0147-10-D-0013	DEI-01	5/23/2011 Security and Program Protection
		DEI-05	6/5/2013 Counterintelligence

Agency Advisory Analytical Support (Capability Group 7)		IDIQ Contract Award Date: 2/14/2011	
Booz Allen Hamilton, Inc.	HQ0147-11-D-0001	A3-01	3/26/2013 Engineering & Technical Advisory & Analytical Support
MacAulay-Brown, Inc.	HQ0147-11-D-0002	A3-02	9/30/2011 Test
SAIC	HQ0147-11-D-0003	A3-03	3/26/2013 Executive Programmatic Advisory & Analytical Support
TASC	HQ0147-11-D-0004		



MiDAESS Awards

Small Business Set-Aside

Blue text indicates IDIQ Awards
 Red text indicates Task Order Awards
 Yellow background indicates Recompeted/Recently Awarded

Quality, Safety, and Mission Assurance (Capability Group 1)		IDIQ Contract Award Date: 1/21/2010	
a.i. Solutions HQ0147-10-D-0027	QS-03	5/22/2013	Quality Assurance
A-P-T Research, Inc. HQ0147-10-D-0028	QS-01	12/1/2012	System Safety & Safety Occupational Health
Bastion Technologies, Inc. HQ0147-10-D-0029	QS-02	9/30/2010	Mission assurance

Acquisition Support (Capability Group 2)		IDIQ Contract Award Date: 7/21/2010	
Acquisition Services Corporation HQ0147-10-D-0035	DO-04	5/1/2013	Cost Estimating and Analysis
BCF Solutions, Inc. HQ0147-10-D-0036	DO-06	4/29/2013	EVMS
Quantech Services, Inc. HQ0147-10-D-0037	DA-01	12/10/2010	Acquisition & Program Management Support
	DPL-01	3/26/2013	Logistics Management
	DA-02	3/27/2013	Acquisition Executive Support
	DI-01	3/23/2011	International Affairs
	DI-02	9/11/2013	Aegis BMD FMS and International Support
	DOB-05	7/23/2012	Accounting

Engineering Support (Capability Group 3)		IDIQ Contract Award Date: 3/10/2011	
COLSA Corporation HQ0147-11-D-0005	IC-01	9/29/2011	Information Technology Management and Analysis
ERC, Inc. HQ0147-11-D-0006	DE-12	9/23/2011	Specialty Engineering / International Engineering
MEI Corporation HQ0147-11-D-0007	DE-13	8/18/2011	Risk and Lethality Engineering
	DT-06	9/2/2011	Ground Test Provisioning Support
	DT-07	9/12/2011	Test Infrastructure Support
Torch Technologies, Inc. HQ0147-11-D-0008	DE-04	3/27/2013	Threat Engineering
	IC-02	6/14/2011	Information Assurance/Computer Network Defense
	DE-02	9/30/2011	Test Analysis & Reporting
	DE-09	8/23/2011	Speciality C3BM
	DT-05	9/30/2011	Flight Test Provisioning Support
DCS Corporation HQ0147-11-D-0009			

Agency Operations Support (Capability Group 5)		IDIQ Contract Award Date: 8/20/2010	
Harlan Lee & Associates HQ0147-10-D-0030	DS-04	3/18/2013	Strategic Planning & Communication
	DS-05	11/10/2010	VIPC
PeopleTec, Inc. HQ0147-10-D-0031	PA-01	1/28/2013	Public Information Support
	DS-02	5/17/2013	Executive Admin. & Action Officer Support
	DS-03	11/10/2010	Protocol & Event Management
Total Solutions, Inc. HQ0147-10-D-0032	DOH-01	11/30/2012	Human Resources
	DOH-02	1/4/2013	Training and Development

Mentor-Protégé Program Update

by Ruth Dailey

During the fourth quarter of FY13, the Missile Defense Agency (MDA) awarded Raytheon Missile Systems a new Mentor-Protégé agreement. This is a big win for Mentis Sciences/Raytheon Missile Systems. The estimated cost of the program is, on average, \$600K a year for thirty-six months, beginning around 15 June 2013 and continuing through 14 June 2016, for a total investment of \$1.75M. In return for this investment, and by developing this strategic small business through the Mentor-Protégé Program, the team expects Mentis Sciences sales to grow in the MDA, the Naval Sea Systems Command (NAVSEA), other developmental and foreign military programs (SM-3, SM-6, Evolved SeaSparrow Missile (ESSM), and David's Sling Weapon System (DSWS)) by more than \$10M in the next 3 years. These products will directly support the Department of Defense's (DoD) customers. The enhanced capability addressed in this teaming agreement will position Mentis Sciences to have the capability to take part in advanced programs that require precise processes and procedures along with higher assembly level participation that will support the DoD quickly and cost effectively.

It is also a win for the DoD and the MDA. The DoD and the MDA will receive help from the increased manufacturing capability in a qualified disadvantaged HUBZone company with a high quality, competitively priced product benefiting the industrial supply base. This agreement will directly affect the war fighter's capability by developing a new source for defense products and systems that must be the best in the world. Additionally, the DoD and the MDA will receive help from the fact that, by the end of the agreement, Mentis Sciences will have an enhanced capability to bid as a prime contractor on many of the DoD and the MDA programs. Additionally, this Mentor-Protégé agreement is a natural progression in the development of this small business. Mentis Sciences has been involved in technology development associated with the Small Business Innovative Research (SBIR) program. Composite products and applications developed from those SBIR efforts will be transitioned into a production environment. Raytheon Missile Systems and the industrial supply base will receive help from having a supplier and partner with greater capabilities to meet its customers' needs in the defense market. Some of the notable projects that Mentis Sciences/Raytheon Missile Systems are working on right now are:

- Filament Winder Design – developed for the Composite Capsule Launch System (CCLS) launch canister.
- POMI Automated Manufacturing – developing an automated system for producing a braided prosthetic socket. The mold fabrication as well as the braiding will be computer operated to help easy transition to other medical facilities.
- David's Sling radio frequency (RF) window – K-type thermocouple proved temperature feedback in both male and female. When fully seated, this composite part is equidistant from top and bottom platen, giving part a relatively uniform thermal gradient. Twelve prototypes delivered, currently preparing for critical design review (CDR).
- Generic Nosecone Assemblies for SM-3 Block 2B – composite sub-structure (SDC) traded benefits of both Unitary and Clamshell Nosecone at system level.
- SM-6 Hardware – developed and improved standard missile radome.

Important Program News

The DoD Mentor-Protégé Program aims to enhance the capabilities of small businesses by assisting them in successfully competing for prime & subcontract awards. The assistance in successful competition is achieved by partnering a small business with a large company under individual, project-based agreements. In the past, the partnerships established by the Mentor-Protégé Program have delivered a variety of products and services for Missile Defense Agency (MDA) and will continue to provide not only the Agency with successful relationships, but also the DoD as a whole.

Due to recent changes in the program, all new Mentor-Protégé Program agreements will be standalone, firm-fixed price contracts. With the incorporation of these changes, Mentors will not be required to have an existing contract with the MDA in order to participate nor do they need to be an existing prime contractor for the Agency. For additional participation and requirements, refer to Appendix I of the Defense Federal Acquisition Regulation Supplement (DFARS). In addition to the requirements outlined in DFARS Appendix I, the MDA requires an executive business case summary explaining the "win" for the Agency, the "win" for the Mentor, and the "win" for the Protégé. The executive business case summary should explain, in detail, the benefits to each of the three entities involved in the proposed agreement.

The MDA Mentor-Protégé Program is actively seeking new agreements and encourages your participation. If you need additional information or have questions about the MDA Mentor-Protégé Program, please contact Ruth Dailey (ruth.dailey@mda.mil).

Long Term Benefits of Mentor-Protégé Partnerships

by *Becky Martin*



Tony Jones, Boeing Vice President and Huntsville Site Executive, Phil Monkress, President and CEO of All Points Logistics, LLC discuss the program's success with Lee Rosenberg, Director of the MDA Office of Small Business Programs and Ruth Dailey, MDA Mentor-Protégé Program Manager.

In 2003, The Boeing Company entered into a Mentor-Protégé Agreement with All Points Logistics (APL) to provide training to enhance APL's capabilities to perform on MDA and other government programs. Today, APL continues to be a high performing supplier to the Boeing Company not only on MDA programs, but programs with numerous other Government Agencies.

These two companies have forged a successful relationship to include participating as a subcontractor to each other. Not only is APL a subcontractor to Boeing, but Boeing has participated as a subcontractor to APL in procurement pursuits.

"Embracing the training and guidance of a large company is a critical key to a successful mentor protégé partnership" states Phil Monkress of APL. "There are always ups and downs in any relationship and a mentor protégé relationship is no different; however, by incorporating lessons learned and Boeing Best Practices into our Company policies and procedures has allowed us to be a long term successful Government contractor and subcontractor." According to Mr. Monkress, the Mentor-Protégé Relationship with Boeing has been a substantial factor in the continued success of APL's growth.

Final Rule on Small Business Size and Integrity

by *Laura Anderson*

A final rule implementing provisions of the Small Business Jobs Act of 2010 pertaining to small business size and status integrity was published on June 28, 2013 and went into effect August 27, 2013. This rule amends the U.S. Small Business Administration's (SBA's) program regulations to implement statutory provisions establishing a presumption of loss to the government equal to the value of the contract or other instrument when a concern willfully seeks and receives an award by misrepresentation. The final rule implements the following provisions intended to prevent abuse in small business contracting programs: Submission of an offer or application in response to a solicitation set aside for small business concerns will be deemed a size or status certification or representation in certain circumstances; Signature of an authorized official is required in connection with a size or status certification or representation for a contract or other instrument; Concerns that fail to update their size or status in the Online Representations and Certifications Application (ORCA) database or a successor system (such as the System for Award Management (SAM) database) at least annually shall no longer be identified in the database as small or some other socioeconomic status, until the representation is updated.

This rule also amends SBA's regulations to clarify when size is determined for purposes of entry into the 8(a) Business Development, Historically Underutilized Business Zone (HUBZone), and Small Disadvantaged Business (SDB) programs.

The final rule can be found at the following link: <http://www.gpo.gov/fdsys/pkg/FR-2013-06-28/pdf/2013-15418.pdf>.





2013 Calendar of Events

**October 22-25 - Reservation Economic Summit (RES) Arizona
Chandler, AZ**

**October 27-30 - National Minority Supplier Development Council Conference and Business Opportunity Fair
San Antonio, TX**

**October 29-30 - National 8(a) Fall Summit
Washington, D.C.**

**November 7 - Jacksonville State PTAC
Jacksonville, AL**

**November 12-14 - DOE/NNSA Small Business Summit
Knoxville, TN**

**December 5 - Houston PTAC Event
Houston, TX**

MORE TO COME!

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Websites of Interest

MDA Office of Small Business Programs
www.mda.mil

MDA Marketplaces and Directory
CURRENTLY UNDER CONSTRUCTION

MDA Business Acquisition Center
www.mda.mil/business/acquisition_center.html

MDA SBIR/STTR Programs
www.mdasbir.com

Fed Biz Opps
www.fbo.gov

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

MDA Small Business Advocacy Council
www.mda.mil/business/bus_mdasbac.html