



MISSILE DEFENSE AGENCY
SADBU



UPDATE

A Quarterly Newsletter for Small Businesses

VOLUME IX – NUMBER I

SMALL AND DISADVANTAGED BUSINESS UTILIZATION

March 2004



Profile of a Small Business



L-R: John "Barry" Richardson-Contracting Officer, MDA; Francis Bartol-President, TKC; Bob Malkowski-VP of Operations, TKC

TKC Communications is an Alaskan Native Corporation, established in 2000 to provide a full range of Information Technology, Telecommunications, Professional Services and Project Management to the Federal Government. TKC is majority owned by NANA Development Corporation and is a wholly owned subsidiary of NANA Regional Corporation, one of thirteen Alaska Regional corporations established by Congress under the terms of the Alaska Native Claims Settlement Act (ANSCA) in 1971.

Francis L. Bartol is President of TKC Communications. Mr. Bartol has over 27 years of experience supporting several government

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HBCU/MI News

The Office of Naval Research is sponsoring an Historically Black Colleges and Universities (HBCU) Future Engineering Faculty Fellowship Program. The program is designed to develop and attract qualified engineering faculty to HBCUs with engineering programs. Three recipients that have accepted engineering faculty positions at HBCUs are competitively selected for study and research support leading to doctoral degrees in engineering. Disciplines include the following:

- Aerospace engineering
- Electrical engineering
- Mechanical engineering
- Manufacturing science and engineering
- Civil engineering
- Ocean engineering
- Chemical engineering

Women, underrepresented minorities, and persons with disabilities are encouraged to apply to the program, however, eligibility is limited to citizens or nationals of the United States. This program is administered by North Carolina A&T

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New and Recent Contracts

On 30 July 2003, McDonnell Douglas was awarded a contract valued at \$422,267.00 to develop a conceptual design for an aircraft suitable for the Airborne Laser (ABL) mission. This Cost plus fixed fee contract has a seven month base period and no options.

On November 17, 2003, Vista Technology Service, Inc. was awarded a contract, valued at \$228,788.64, to provide technical and functional support to the MDA Program Integration Directorate for the collection, storage and use of MDA data in support of analysis for BRAC 2005. The period of performance for this firm fixed price contract is from 17 November 2003 to 30 September 2004.

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**L-R: Dr. Pravat Choudhury, Frank Rucky,
Director-Stephen Moss, Christina Ashton,
Raymond Lambert**

Director's Message

Since this is our first newsletter for the year 2004, I would like to take this opportunity to introduce the staff of the Office of Small and Disadvantaged Business Utilization (SADBU) and Small Business Innovation Research (SBIR) programs of the Missile Defense Agency (MDA).

As most of you know, I'm Stephen Moss, Director of the Office of Small and Disadvantaged Business Utilization. I have been with MDA for 18 years and the Director of the SADBU Office for most of that time. As the SADBU Director, I have seen the evolution of the Missile Defense program and have had the pleasure of watching small business capabilities evolve as well. Small businesses are truly the

backbone of the development of new technology and of the U.S. economy. I am proud to have spent nearly 18 years of my career as a small business advocate and a strong supporter of the small business community. I look forward to serving the small business community for many more years to come.

Dr. Pravat Choudhury has supported MDA small business since 1993. He holds a Doctorate in Business Administration with substantial teaching experience in business. He has conducted training seminars for small businesses on "How to Develop and Implement Marketing Strategies for Doing Business with Federal Government and Various Agencies." Pravat works as a Small Business Development Specialist for this office and counsels, advises, and provides information to small businesses on various contracting opportunities at MDA. He also manages MDA's Historically Black Colleges and Universities and Minority Institutions (HBCU/MIs) set-aside research program.

Mr. Frank Rucky is the Program Manager for MDA's Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) program. He is supported by Ms. Julie DiMambro (not pictured in the photo).

Mr. Raymond Lambert is the Deputy Director for the SADBU Office. Ray comes to MDA with a distinguished military career as a Navy pilot and he has also held various management positions within state, local, and municipal governments. Ray is a valuable asset to this office and he firmly believes in small business capabilities. Ray acts as Director in my absence and works directly with the MDA Contracting Deputate to ensure that small businesses are considered for each of MDA's procurements. Ray has been a part of MDA for nine years and has been a part of the small business office for five years.

Ms. Christina Ashton has been with us for a year and a half. She is the administrative specialist supporting the entire team. Christina often schedules our meetings and is very knowledgeable of the small business programs.

My staff and I remain strongly committed to pursuing small business opportunities within MDA and providing the best possible support to MDA and the small business community. The SADBU staff is constantly pursuing ideas that would provide assistance to small businesses. These initiatives include building and maintaining a database for subcontracting opportunities and working with prime contractors to create/offer subcontracting opportunities for small businesses.

We welcome all small businesses interested in doing business with the MDA to visit our office and present their capabilities. Feel free to contact any of us via e-mail or telephone for more information or if you have questions.



Department of Defense News . . .

CCR Registration Now Mandatory

Effective January 1, 2004, Central Contractor Registration (CCR) is a requirement for all federal contractors. The integration of the U.S. Small Business Administration's (SBA) PRO-NET system and the Department of Defense's Central Contract Registration database has been created as one portal for entering and searching for small business sources. The CCR can be utilized by: (a) small businesses as a marketing tool for their goods and services; (b) large businesses to search for qualified small businesses both for subcontracting and partnering purposes and (c) by various federal government departments and agencies to solicit offers for contracts.



The new system has kept all of PRO-Net's search capabilities and functions and allows small businesses to only register once. All government procurement offices can use the system to conduct market research and confirm eligibility for SBA's procurement preference programs. Users can go to the CCR website at www.ccr.gov and click on the "Dynamic Small Business Search" button. ♦

HBCU/MI News...

(cont'd from page 1)

State University. Further information concerning the program can be found at:

ONR-HBCU Future Engineering Faculty Fellowship Program

North Carolina A&T State University
College of Engineering
551 McNair Hall
Greensboro, NC 27411

<http://onrfellowship.ncat.edu>

E-mail: jck@ncat.edu

ONR Point of Contact

Program Manager, Education Programs

Phone: 703-696-4224

E-mail: 363-HBCU@onr.navy.mil ♦

New Contract Awards...

(cont'd from page 1)

On December 1, 2003, Virginia Crossing Resort was awarded a contract valued at \$5,850.00 to provide lodging, meals and conference rooms in support of the MDA General Counsel's office conference. The period of performance for this firm fixed price contract was December 1, 2003 to December 3, 2003.

On December 9, 2003, Lockheed Martin Corporation was awarded a target and countermeasures prime contract valued at \$3,134,832,016. The period of performance began on December 2003 and will end December 2007. Option years are scheduled through December 2012. ♦

Alert...

The MDA Small Business Office has relocated to:

The Sequoia Plaza
The Missile Defense Agency
Suite 405
2110 Washington Boulevard
Arlington, VA 22204

***Email addresses will remain the same.**

***New Phone Numbers are listed.**

Mr. Stephen Moss
Director of the SADB Office
stephen.moss@mda.osd.mil
(703) 553-3404

Mr. Raymond Lambert
raymond.lambert@mda.osd.mil
(703) 553-3403

Dr. Pravat Choudhury
pravat.choudhury@mda.osd.mil
(703) 553-3402

Ms. Christina Ashton
christina.ashton-contractor@mda.osd.mil
(703) 553-3400



Legislation/Regulation Update



Defense Acquisition Regulations

Final Rule

Electronic Submission and Processing of Payment Request (DFARS) Case 2002-D001

Finalizes an interim rule published on February 21, 2003 (DFARS Change Notice 20030301), to implement statutory requirements for contractors to submit, and DOD to process, payment requests in electronic form. The final rule clarifies that scanned documents may be used to support electronic payment requests; and that the contract administration office will be involved in decisions to permit submission of payment requests in other than electronic form.

Affected subparts/sections: 232.70; 252.212; 252.232

The Federal Register notice for this rule is available at: <http://www.arnet.gov/far>

FR Doc 03-28442

[Federal Register: November 14, 2003 (Volume 68, Number 220)]

From the Federal Register Online via GPO Access [<http://www.gpoaccess.gov/fr/index.html>]

**DEPARTMENT OF DEFENSE
48 CFR Parts 216
[DFARS Case 2001-D013]**

Defense Federal Acquisition Regulation Supplement; Provisional Award Fee Payments

SUMMARY: DOD has issued a final rule amending the Defense Federal Acquisition Regulation Supplement (DFARS) to address the use

of Provisional award fee payments under cost-plus-award-fee contracts. The Rule provides for successfully performing contractors to receive a portion of award fees within an evaluation period prior to a final evaluation for that period.

From the Federal Register Online via GPO Access [<http://www.gpoaccess.gov/fr/index.html>]

DATES: Effective date: January 13, 2004.

Payment Withholding (DFARS Case 2002-D017)

Provides administrative contracting officers additional flexibility when determining the need to withhold payments under time-and-materials and lab or-hour contracts. Clarifies that, normally, there should be no need to withhold payment for a contractor with a record of timely submittal of a release discharging the Government from all liabilities, obligations, and claims under a contract. Adds an alternate paragraph for use with the clause at FAR 52.232-7, Payments under Time-and-Materials and Labor-Hour Contracts, to implement this policy.

Affected subparts/sections: Part 232 Table of Contents; 232.1; Part 252 Table of Contents; 252.232

Interim Rule

FAC 2001-20, FAR Case 2003-022 (Interim Rule), Special Emergency Procurement Authority [Published in the Federal Register at 69 FR 8312, February 23, 2004]

The Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) have agreed on an interim rule amending the Federal Acquisition Regulation (FAR) to implement the special emergency procurement authorities of Section 1443 of the Services Acquisition Reform Act of 2003 (Title XIV of Public Law 108-136). The Councils will publish a final rule upon receipt and evaluation of comments received in response to this interim rule. ♦

MDA NEWS

Over the years the Missile Defense Agency (MDA) has funded the development of various technologies which greatly contributed to the success of MDA programs as well as to our environment, our health and to protect against bio-terrorism. Many of these technologies are often adapted to commercial use that provides benefits to our society, the business owners and to our government. Listed below are three technologies that have contributed greatly to our quality of life.

IntraMicron, Inc. has developed an escape mask using microfibrinous filter technology that traps toxins an irritants ranging from sarin and anthrax to pollen and dust mites. The mask is small and compact and can fit inside a shirt pocket. It offers a lower pressure drop to make breathing easier for the elderly or young children. The mask cost less than traditional masks and is available for use now.

MDA has also funded technology that has lead to the development of an x-ray imaging system that offers higher resolution and lower radiation dosages than existing systems. Nanocrystal Technology, Limited Partners, of Braircliff Manor, New York, has developed a prototype system for medical and dental x-ray imaging.

This technology is expected to significantly enhance diagnostic value in areas such as digital mammography.

InTransTech, Inc. has developed a wildlife protection system that provides a warning to motorists when animals are approaching a roadway. The system can operate in the dark through fog, rain, and smoke. InTransTech, Inc. is a Canadian subsidiary of the Rainbow group. The company applies cutting edge technology to transportation safety.

The above are a few of the many cutting edge technologies that have been derived from funding by the MDA. Small businesses are at the forefront of developing technologies that are easily commercialized and adapted to everyday use. ♦



Note this...



**Small Business
Subcontracting
Opportunities**

Visit the Small Business
Subcontracting Opportunities
Website at:

<http://www.mdasubopps.net>



SBA News...

Office of Advocacy

N E W S R E L E A S E

Contact: John McDowell (202) 205-6941

SBA Number: 04-04 ADVO

Small Firms Have Big Impact On High Tech

Small Firm Patents A Vital Element In Many Industries

WASHINGTON, D.C. – Small highly innovative firms have a big impact on many high tech industries, according to a report issued today by the Office of Advocacy. The report shows that large firms in the biotechnology, medical electronics, semiconductor, and telecommunications industries are citing patents by small firms in higher than expected numbers.

“Small firms are contributing to technological innovation at an incredible rate,” said Thomas M. Sullivan, Chief Counsel for Advocacy. “Small firms are a vital element of new technology in many industries. This is particularly true in high tech areas that rely on young, innovative firms. As our report points out, small firms are making important contributions to America’s world wide technological leadership.”

Sullivan made the remarks at Calence, Inc. in Tempe, Arizona while addressing members of the Arizona Technology Council. Calence builds, manages, and optimizes customized, client-centric networks that meet an organization’s specific business goals and requirements. The Arizona Technology Council represents over 30,000 employees across more than 400 of Arizona’s leading technology companies.

The report, *Small Firms and Technology: Acquisitions, Inventor Movement, and Technology Transfer* written by CHI Research, also examines small firms contribution to the innovation process through acquisition by larger firms and the hiring of elite inventors. The report found that small firm contributions to technological innovations are best measured industry by industry. Their importance is not immediately apparent when all industries are considered, because small firms tend to be excluded from such key capital-

intensive industries as automotive, aerospace, and oil research.

The Office of Advocacy, the “small business watchdog” of the government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress, and the President. It is the source for small business statistics presented in user-friendly formats and it funds research into small business issues.

For more information and a full copy of the report, visit the Office of Advocacy website at www.sba.gov/advo. ♦

Small Business Database Update

The MDA Small and Disadvantaged Business Utilization (SADBU) Office maintains a small business database that is used as a source for matching appropriate small businesses with MDA technical requirements and as a mailing list for the quarterly newsletter, *The SADBU Update*. To keep this database current, small businesses that have previously submitted database forms are reminded to provide this office with updated information regarding organizational changes, new address/telephone/e-mail notifications, changes in points of contact, etc. If your company needs to update information, we ask that you either contact the SADBU Office or submit an updated small business database application, which can be accessed and downloaded by visiting the MDA/SADBU Web site at <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>. Firms not currently listed in our database are invited to download and submit the application as indicated.

For the application or any other information, you may also contact one of the following: Mr. Stephen Moss, Director of the SADBU Office, at stephen.moss@mda.osd.mil; Mr. Raymond Lambert, at raymond.lambert@mda.osd.mil; Dr. Pravat Choudhury, at pravat.choudhury@mda.osd.mil; or Ms. Christina Ashton at christina.ashton-contractor@mda.osd.mil. Please fill in the database application (hard copy) and mail or fax it to the MDA/SADBU office along with your company’s capability statement. ♦

TKC Communications...
(cont'd from page 1)

agencies to include eight years as Director of Customer Support for the White House Communications Agency. Mr. Bartol states, "TKC Communications is built on trust and hard work." TKC Communications is focused solely on providing the Federal Government and Department of Defense, the best possible service at the best possible price and takes pride in getting the job done."

TKC is contracted with the Missile Defense Agency to provide services on a multi-task contract to include the following:

- 1) Provide a Sensitive Compartmented Information Facility (SCIF) with oversight and management to assure that the required secure infrastructure is provided uninterrupted and within MDA's specifications.
- 2) Accounting, Auditing, Testing and Training (AATT) – TKC is tasked to support the AATT expansion requiring MDA to incorporate an independent Certified Public Accounting firm composed of accountants, and support staff, and provide the necessary orientation, training and infrastructure support staff.
- 3) Foreign National Capabilities – TKC provides foreign national support as well as oversight and management to assure the required infrastructure to meet U.S. Government obligations for providing a working environment for Foreign Nationals to integrate into the ballistic missile program.
- 4) BMD Information Resource Center support – TKC provides an MDA Technical Information Research Library to include two sections: one section for unclassified use and another section for classified research with secure office space for individual or small discussion groups.
- 5) Secure Conference Room/Management Information Center (MIC) and VTC support – TKC provides a Secure Conference Room for approximately 120 people, which can also serve as a Management Information Center.
- 6) Concession, hot food service and catering capability – TKC provides these services in

support of the MIC, VTC, Conference rooms at the Suffolk building.

- 7) Secure building perimeter grounds and parking area – TKC provides security for the Suffolk Building meeting MDA security requirements.

TKC also provides support to the Department of Treasury, Department of Homeland Security, Department of Interior, and National Aeronautics and Space Administration.

TKC brings to the Information Technology and Telecommunications industry the technical strength, advantage contracting, and financial backing of its parent organization. NANA Regional Corporation's affiliated businesses employ more than 4000 technical and service professionals in more than 30 industries. TKC's position as an Alaskan Native Corporation with strong technical resources allows them to build on the success of an extended family and extensive partner portfolio. ♦

SADBU Contact Information

Mr. Stephen M. Moss, Director
(703) 553-3404

Mr. Raymond Lambert, Deputy Director
(703) 553-3403

Dr. Pravat Choudhury
Small Business Development Specialist
(703) 553-3402

Ms. Christina Ashton, Administrative Specialist
(703) 553-3400

Mr. Frank Rucky
SBIR/STTR Program Manager
(703) 553-3408

Ms. Julie DiMambro
SBIR/STTR Program Analyst
(703) 553-3407

The Sequoia Plaza
The Missile Defense Agency
Office of Small and Disadvantaged Business Utilization
Suite 405
2110 Washington Boulevard
Arlington, VA 22204

SADBU UPDATE is produced by *MTS Technologies, Inc.* for the Small and Disadvantaged Business Utilization Office of the Missile Defense Agency.

MTS Technologies, Inc.
2800 Shirlington Road
Suite 1000
Arlington, VA 22206

Web Site of Month

The Department of Defense, Office of Small and Disadvantaged Business Utilization hosts a website that provides small businesses with information to support every aspect of contracting with DoD. The site provides links to each of the services, small business assistance programs, DoD policies and publications and guidance on marketing to the DoD. This site is recommended to all small businesses interested in pursuing DoD contracts. The website can be accessed at <http://www.acq.osd.mil/sadbu>. ♦



Other Useful Web Sites:

- Defense Procurement – DoD Business Opportunities:
<http://www.acq.osd.mil/dp>
<http://dodbusopps.com>
- The SBA site with the state tax homepages:
<http://www.sba.gov/hotlist/statetaxhomepages.html>
- The FedBizOpps home page:
<http://www.fedbizopps.gov>
- The MDA home page:
<http://www.acq.osd.mil/bmdo/>
- The MDA Office of Technology Applications:
<http://www.acq.osd.mil/bmdo/bmdolink/html/transfer.html>
- The SBA Small Business Goaling Guidelines:
<http://www.sba.gov/gc/goals>

CALENDAR OF EVENTS

2004

- March 29-31 *2004 Southeastern Software Engineering Conference*
The Von Braun Center
Huntsville, Alabama
Website:
<http://www.ndia-tvc.org/SESEC>
- April 5 *Congressman Albert R. Wynn's Ninth Annual Fourth Congressional District Procurement and Business Expo*
The University of Maryland
9630 Gudelsky Drive
Rockville, MD
Michael Rious (202) 226-2212
- April 20 *14th Annual OSDBU Procurement 2004 Conference*
The Show Place Arena
14900 Pennsylvania Avenue
Upper Marlboro, MD
Website:
<http://www.fbcinc.com/osdbu/>
- April 20 *SBA Business Matchmaking Workshop Plus +++*
The Westin
Cincinnati, OH
Website:
<http://www.businessmatchmaking.com/CincinnatiWorkshop.php>
- April 26-29 *The 2004 National SBIR/STTR Conference and Small Business Tech Expo (SBTE)*
Hilton Atlanta
Atlanta, GA
Website:
<http://www.sbirworld.com/ga>
- June 10 *MDA 5th Annual Small Business Day Conference*
Sheraton National Hotel
900 Orme Street
Arlington, VA 22204
Website:
<http://mdaconferences.mtstech.com/location.htm>

The 5th Annual MDA Small Business Day Conference

The Missile Defense Agency's Small Business Day is almost here!



SAVE THIS DATE!

**Thursday,
June 10, 2004
8:00 am – 2:00 pm**

On June 10, 2004, the Missile Defense Agency (MDA) will host a Small Business Day Conference. This conference is designed to assist small businesses in learning about MDA's prime contracting requirements from MDA's technical experts, as well as to discuss potential subcontracting opportunities with representatives from current MDA prime contractors.

Attending the conference will be MDA's prime contractors, MDA technical monitors, a keynote speaker and representatives from MDA's Contracting Deputate.

The event will be presented from 8:00 am to 2:00 pm at the Sheraton National Hotel, 900 S. Orme Street, Arlington, VA, which is three blocks west of Federal Office Building 2 (FOB2 - the Navy Annex).

*After April 1, 2004, please visit MDA's website at: <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html> for further conference information.

Should you have questions regarding Small Business Day, please feel free to contact Ivy Alston at (703) 575-2958. ♦



Sheraton National Hotel
900 S. Orme Street
Arlington, VA