



# Missile Defense Agency Office of Small Business Programs Quarterly Newsletter | July 2012

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# October 2012



## Message from the Director, Lee Rosenberg

We just completed a very successful small business conference held in conjunction with our SBIR program office. Thanks to NDIA for sponsoring the

event and, to all who attended, I hope it was beneficial and worth the time you invested there. For this newsletter edition I'd like to address what some would call the great mystery of Government procurement, the source selection process. It's really not that much of a mystery when you understand the ground rules and what the Government does during a source selection.

Government procurement is grounded in certain principles which, simply put, insure transparency in what the Government needs and what will be evaluated, certainty that the Government will follow the rules it establishes for any particular acquisition and fairness for all the competitors competing on any acquisition. That is why, in every solicitation there is a Section L and a Section M which tell you what is required to submit your proposal (Section L) and how your proposal will be evaluated (Section M). A thorough reading and understanding of these two sections of a solicitation will give you great insight into how to structure your proposal and where the Government's priorities lie for that acquisition.

The process often starts months or even years ahead of the solicitation with industry involvement in information sharing while the Government does market research. This is often done by issuing requests for information (RFI). It's usually followed by more information sharing through industry days or draft requests for proposal (RFP).

While some smaller acquisitions may not have an RFI, industry day or draft RFP, MDA usually employs these techniques for acquisitions of any size when those acquisitions will be competed. Your participation in these information sharing opportunities is essential to developing our acquisition strategy for the requirements, the definition of those requirements in language that's understandable to you, and the appropriate communication of our needs and priorities to you in the resulting solicitation. These are opportune times for you to ask questions and provide information that will help us communicate our needs in the best possible way for you to understand them and build a proposal around them.

Once an RFP is issued, we often hold pre-proposal conferences to further assist you in understanding what we are seeking and how we will be evaluating your proposals. These are also good times for you to ask questions to further clarify information you don't understand.

**Once your proposal is submitted it becomes "your company" to the Agency with respect to that acquisition.**

It is the single source for all the information that will be used to evaluate your proposal (except for past performance information). It forms the basis around your company's capabilities, past performance and pricing will be reviewed by the evaluators against the evaluation criteria in the solicitation. It doesn't matter what you intended to say or what capabilities you actually have, the proposal in front of the evaluators is all they have to go on to assess your company against the evaluation criteria.

*(Cont'd on Page 2)*

## Message from the Director

*(Cont'd from Page 1)*

This is a critical point for you to understand. You may not get another chance to change your proposal or provide additional information. You should strive to put your best proposal forward to meet the needs of the solicitation with your first submittal since there's no guarantee that discussions will occur or a revised proposal allowed. It is critical that your proposal clearly communicate what your company's capabilities are with respect to requirements in the proposal, how you intend to accomplish those requirements, what your relevant past performance is and what costs or prices you propose.

The process of evaluating proposals can take quite a bit of time depending on the size and nature of the procurement. Usually, you are required to provide information in several volumes so that the evaluators can more easily separate the information for evaluation. These volumes are usually aligned with the major areas being evaluated: technical factors, management, past performance and cost or price. It is critical that you cross check all these volumes to insure the information contained in all of them is synchronized and does not contain disconnects that can detract from your proposal or the evaluators' judgment regarding your understanding of the requirements.

The source selection organization usually consists of a group of evaluators called the source selection evaluation board (SSEB). They are usually subdivided into a team that evaluates the technical and management factors; another team, called a performance risk assessment group or PRAG, that evaluates past performance and an additional team that evaluates costs or prices. The teams are kept separate from one another and do separate evaluations. Their charge is to evaluate each proposal against the criteria outlined in the solicitation in Section M and render a judgment regarding the offeror's proposal against the criteria. Those judgments are recorded in a document called a proposal analysis report. The SSEB, in turn, briefs the results of all their evaluations to another group called a source selection advisory council or SSAC. These are usually very senior people within the Agency, who compare the results of all the offerors' evaluations and make a recommendation to the source selection authority, or SSA, as to who they think represents the best value to the Government and should get the award. The final decision about who receives the award rests solely with the source selection authority who makes an independent assessment of all the evaluations and recommendations and selects the contract awardee he or she believes represents the best value to the Government. He or she then documents their decision in a source selection decision document explaining the rationale for the decision.

During this source selection process you may receive evaluation notices (ENs) from the contracting officer that asks questions to clarify information, but those clarifying ENs will not allow you to change your proposal in any way. If discussions are contemplated, the contracting

officer, in conjunction with the SSA, will establish a competitive range amongst the most highly rated proposals to go into discussions. The other offerors will be notified that they are not in the competitive range and are no longer eligible for award. Again, this is a critical reason why your initial proposal should be the best you can put forward, since the evaluation of it may be the determinant of whether you continue in the process or are deemed ineligible for award. The amount of offerors carried into the competitive range is purely a judgment call on the part of the contracting officer and SSA. Once discussions are opened, you will likely receive communication ENs which point out weaknesses and deficiencies the government has found in its initial evaluation of your proposal. Through the discussion process you will have an opportunity to clarify or propose changes to your proposal that address the concerns of the Government. Once discussions are concluded you will be asked by the contracting officer to submit a final proposal revision by a certain date. It is imperative that whatever changes you make to your proposal, at a minimum, cover the proposed changes you articulated during discussion. The final evaluations will be done on your final proposal revision and not what you said during discussions. Like your initial proposal, your final proposal revision is all the evaluators use in making your final evaluations.

You will be notified by the contracting officer of the award and of your ability to ask for a debriefing. I encourage all of you to always ask for a debriefing whether you win the contract or not. They are very instructive, should explain what your ratings were and how your proposal was evaluated. They often make suggestions for improving your proposals for future evaluations. If you do request a debriefing, please understand that it is not a forum to debate whether or not you agree with the evaluation your proposal received. You should look at it from an aspect of understanding why your proposal received the evaluations it did and how you can improve your proposal in the future. The people debriefing you should be able to explain all that, but they will not get into a point by point discussion of your proposal as compared to the winner.

I hope this sheds some light on what is often viewed as a mysterious process. It's really not and the success of the process is predicated on your understanding of the Government's requirements and evaluation methodology and the Government's ability to follow the rules it establishes in the solicitation for what will be evaluated and how it will be evaluated. The best source selections are those where all concerned clearly understand the solicitation requirements and evaluation criteria. This is normally born of extensive interaction between industry and the Government during the period leading up to the release of a solicitation and meaningful discussions, if they are held, during the source selection process.

One final thought. The source selection process is by its very nature a competitive process. There will always be winners and losers. No

*(Cont'd on Page 3)*

## Message from the Deputy, Genna Wooten



Here in the Missile Defense Agency (MDA), Office of Small Business (OSBP) we are always being asked "so just how does a small business get in to your agency" or "once I have a foot in the door, what do I do next?" In this article, I am going to discuss low cost options available to you by the Small Business Administration (SBA) and discuss useful tips when responding to a Request for Proposal (RFP).

Let's just say, you have an idea that you think will be useful to the MDA, but you have no experience with the business side of things, no infrastructure in place to conduct business and very little budget to get things moving along. Most people think they only have two options: hire a consultant to help with the process or work their way through it themselves. The consultant option offers great insight and benefit by walking you hand and hand through the process and using their past experience to help you avoid pitfalls they have been through before, but let's face it, in this economy, people are looking for ways to do things on a shoestring (or better yet a thread) of a budget. This is where the Government has put in place a series of resources through the SBA to help you in your journey. The first stop in starting a new business is the Small Business Development Center (SBDC) ([www.asbdc-us.org](http://www.asbdc-us.org)). This organization helps new entrepreneurs realize the dream of business ownership and assist existing small businesses to compete in today's ever-changing global economy. They also help with the mounds of paperwork and navigating the maze of starting a new business.

Once all this is completed, you are now ready to find out how to introduce your capability to Government agencies. The Procurement Technical Assistance Center (PTAC) ([www.ptac-us.org](http://www.ptac-us.org)) is available to help businesses seeking to compete successfully in federal, state and local Government contracting. PTACs provide a range of expert services at little or no charge. They can help you understand and navigate through the maze and pitfalls awaiting you and point you to the right Government agencies that best fit your capability. Nearly all the SBDCs and PTACs that we work with nationwide are fantastic folks that are dedicated to helping you get started and succeed. When new companies come from the PTACs to visit our office for a capability briefing, I am always pleasantly surprised at how well they are prepared and understand the process.

Another resource that is available to you is the Women's Business Centers (WBCs) that represent a network of educational centers designed to assist everyone, not just women, start and grow small businesses. The WBC located here in North Alabama (WBCNA) ([www.wbcna.org](http://www.wbcna.org)) works closely with our office to not only provide this resource to Women Owned Small Businesses (WOSBs) in North Alabama but have extended their services to any small business, regardless of their socio-economic category, across the United States. This group offers weekly workshops on topics like "Help, I need a business plan" and will even assign you a business coach (a volunteer from the local community familiar to the local Government climate) to guide you in your journey. All of their services are low cost (or even no cost) opportunities to do the one thing that entrepreneurs

sometimes forget... NETWORK, NETWORK, NETWORK! When you combine all of these resources, you are off to a great start in your journey.

You have gotten all of this done and now you are ready to respond to your first Request for Proposal (RFP). The ABSOLUTE, #1, most important thing that you can do in responding to an RFP is ANSWER THE MAIL! When the RFP is announced, make sure you read it all the way through then answer all of the requirements in the RFP as specifically as possible. Whatever you do, do not just restate the requirement. Example, if the RFP states "to provide logistics support to xyz" make sure that your response identifies how you will meet the requirement, not just that you can meet the requirement. Be specific. Whatever you do, DO NOT cut and paste your responses from other proposals into your response to the proposal you are working on. You would be amazed how many times we see different contract numbers, RFP names and even different Agency names in the proposals we receive because someone tried to save time by doing a cut and paste into the new RFP. This kind of oversight can be damaging because it can show a lack of attention to detail needed in the intricate work that we do. Checking and double checking your proposal for errors can never hurt. After all, once your proposal has been received by the Government, the ONLY thing that separates you from your competitors is the proposal the Government holds in their hands. It is important to always remember that the Government can only evaluate what they read in your proposal.

If you walk away from this article with nothing else, please remember four things. 1) Reach out to the organizations available, 2) Read the RFP 3) Answer the Mail 4) Pay attention to DETAIL! This office is here to be your advocate inside the Agency. Lee Rosenberg and I work hard to ensure that Small Businesses are represented early in the acquisition process, so help us help you by submitting good quality proposals, back it up with solid work and be innovative in your approach.

## Message from the Director

*(Cont'd from Page 2)*

matter how good you think your company is, the sole determinant of your success or failure lies with the quality of the proposal you submit and any subsequent revisions if discussions occur. Preparing a proposal is not a free endeavor. It costs the time and effort of a lot of people, so make sure you fully understand what the requirements are, and that your proposal addresses those requirements both in the form required and in the content necessary to communicate your company's capabilities with regard to the requirements. Finally, take the time to insure your entire proposal contains no disconnects that may confuse or otherwise distract an evaluator. Winning a proposal is the ultimate goal, but learning how to improve your future proposals is equally important, so always ask for a debriefing.



# MiDAESS Awards

## Full and Open

Blue text indicates IDIQ Awards  
Red text indicates Task Order Awards  
\* Recompete complete

Acquisition Support (Capability Group 2)				IDIQ Contract Award Date: 9/8/2010
Booz Allen Hamilton	HQ0147-10-D-0018			
Computer Sciences Corporation	HQ0147-10-D-0019	DOB-01-10	1/20/2011	Integration Synchronization
		DOB-03-10	1/21/2011	Budget Execution/Funds Control
Paradigm Technologies, Inc.	HQ0147-10-D-0020	DOB-02-10	2/28/2011	Strategic Financial Planning
Odyssey Systems Consulting Group	HQ0147-10-D-0021			

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

Infrastructure and Deployment Support (Capability Group 4)				IDIQ Contract Award Date: 6/23/2010
Computer Sciences Corporation	HQ0147-10-D-0022	DDW-01-10	1/25/2011	Warfighter Interface
		DXF-01-10	3/10/2011	Facility, Logistics, and Space Management
		DXF-03-10	3/3/2011	Environment & Management
		DT-08-10	8/11/2011	Warfighter Operational Support
General Dynamics IT	HQ0147-10-D-0023			
Sparta, Inc.	HQ0147-10-D-0024	DDW-02-10	5/26/2011	Operations Support
		DXF-02-10	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	9/27/2010	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	DXS-02-10	4/18/2011	Declassification
		DXS-05-10	4/18/2011	Counter Intelligence
		DXC-03-10	7/22/2011	BMDS Information Assurance/Computer Network Defense
		DEI-03-12 *	5/1/2012	Intelligence
Lockheed Martin, Inc.	HQ0147-10-D-0012	DXS-01-10	5/23/2011	Security and Program Protection
ManTech International Corporation	HQ0147-10-D-0013	DE-15-10		Cyber

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



# MiDAESS Awards

## Small Business Set-Aside

Blue text indicates IDIQ Awards  
Red text indicates Task Order Awards  
\* Recompete complete

Quality, Safety, and Mission Assurance (Capability Group 1)				IDIQ Contract Award Date: 1/21/2010
a.i. Solutions	HQ0147-10-D-0027	QS-03-10	9/24/2010	Quality Assurance
A-P-T Research, Inc.	HQ0147-10-D-0028	QS-01-10	12/10/2010	System Safety & Safety Occupational Health
		QS-02-10	9/30/2010	Mission assurance
Bastion Technologies, Inc.	HQ0147-10-D-0029			

Acquisition Support (Capability Group 2)				IDIQ Contract Award Date: 7/21/2010
Acquisition Services Corporation	HQ0147-10-D-0035			
BCF Solutions, Inc.	HQ0147-10-D-0036	DOB-04-10	11/30/2010	Cost Estimating
		DOB-06-10	12/12/2010	EVMS
		DA-01-10	12/10/2010	Acquisition & Program Management Support
Quantech Services, Inc.	HQ0147-10-D-0037	DXL-01-10	9/30/2010	Readiness Management
		DA-02-10	10/25/2010	Acquisition Executive Support
		DI-01-10	3/23/2011	International Affairs

Engineering Support (Capability Group 3)				IDIQ Contract Award Date: 3/10/2011
COLSA Corporation	HQ0147-11-D-0005	DXC-01-11	9/29/2011	Information Technology Management and Analysis
ERC, Inc.	HQ0147-11-D-0006			
MEI Corporation	HQ0147-11-D-0007	DE-12-11	9/23/2011	Specialty Engineering / International Engineering
		DE-13-11	8/18/2011	Risk and Lethality Engineering
		DT-06-11	9/2/2011	Ground Test Provisioning Support
		DT-07-11	9/12/2011	Test Infrastructure Support
Torch Technologies, Inc.	HQ0147-11-D-0008	DXC-02-11	6/14/2011	Information Assurance/Computer Network Defense
		DE-02-10	9/30/2011	Test Analysis & Reporting
		DE-04-11	9/15/2011	Threat Engineering
		DE-09-11	8/23/2011	Speciality C3BM
		DT-05-10	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-02-10	11/19/2010	Executive Admin. & Executive Support
		DS-04-10	11/19/2010	Strategic Planning & Communication
		DS-05-10	11/10/2010	VIPC
		PA-01-10	12/10/2010	Public Information Support
PeopleTec, Inc.	HQ0147-10-D-0031	DS-03-10	11/10/2010	Protocol & Event Management
		DXH-01-10	11/30/2010	Human Resources
		DXH-02-10	12/1/2010	Training and Development
Total Solutions, Inc.	HQ0147-10-D-0032			



## Mentor Protégé Program Update

By Ruth Dailey

We had a busy first six months of the year in the Mentor Protégé Program. We would like to congratulate the new Mentor & Protégé companies that have joined us this year:

- Tec Master – ProjectXYZ
- Sparta - Allied Associates International, Inc.
- Boeing – Victory Solutions

Through the Mentor Protégé Program, ProjectXYZ's ability to serve the Missile Defense Agency (MDA), DoD, other Government agencies, and ultimately the Warfighter will be enhanced through its application ISO 9001, other standardized business processes, and industry best practices through the transfer of knowledge in technology areas such as Modeling and Simulation; and Test and Evaluation. Tec Master's commitment to help expand ProjectXYZ's corporate capabilities will, in turn, further Tec Master's objectives in giving back to the business community and promote Tec Master as a highly qualified Woman-Owned, 8(a) partner to pursue both prime and subcontracting opportunities.

The Mentor-Protégé assistance will enable Allied Associates International, Inc (A2I) to grow their processes and procedures in concert with the growth of their company; assist them in developing superior business processes and practices; and enhance their ability to deliver increasingly advanced solutions to numerous DoD customers including MDA. Sparta gains an opportunity to lend their expertise and lessons learned experiences as a small business that rapidly grew and needed the processes, procedures and policies to adapt to rapid growth. Mentoring A2I enables Sparta to foster, through sub-contracting opportunities, support to A2I in priming opportunities, and joint marketing, the status as well as the capabilities of a Service Disabled, Veteran-Owned (SDVO) Small Business to MDA and other Government customers, enabling the small business percentages of SDVO's to continue to grow.

Using the Mentor-Protégé assistance program Boeing identified a main area of opportunity for Victory Solutions in training of BOS/W AM scheduling. BOS/W AM is a STRATCOM process that is used in multiple Ballistic Missile Defense System assets (GMD, C2BMC, AEGIS, SBIRS, etc). This effort will result in the potential transfer of scheduling technology from a Large Business to a Service Disabled Veteran and Woman-Owned (SDVO/WO) Small Business. Other disciplines identified were in the areas of Supplier Management, Quality, Business Development/Marketing, and Human Resource Management, which will increase their competitiveness and support their future growth. By enabling this effort and measuring the performance of this Boeing-Victory Solutions Mentor-Protégé Agreement, MDA will help further develop the technical, programmatic and organizational capabilities of a small business under the tutelage of a proven large defense contractor. Asset management will serve as the training basis for transferring key technology and business practices to a SDVO/WO Small Business that will continue to develop technologies for the DoD Warfighter.

We are looking forward to new companies joining the Mentor-Protégé Program this year to help further develop the technical, programmatic and organizational capabilities of a small business in support of BDMS solutions.



## How Do I?

By Nancy Hamilton

For all of the small businesses out there that would like to find out more about how to do business with the Missile Defense Agency, I am going to provide you with the "Easy" button. Facilitating your company in scheduling a meeting or teleconference is easy.

- Send the Office of Small Business Programs (OSBP) an email requesting a meeting (or teleconference) to [nancy.hamilton.ctr@mda.mil](mailto:nancy.hamilton.ctr@mda.mil).
- Attach your company capability statement, briefing or overview with your initial request. You will be sent a reply with several dates and times that are available on the OSBP Directors calendar and the option to choose one that will work with your schedule.
- For face-to-face meetings our office can provide access to Redstone Arsenal by way of a visitor pass. You will be provided with directions and a map to our location in Von Braun III (Bldg. 5224).
- For teleconferences our office can provide multiple call-in lines if required.
- All small business capability briefings are scheduled for one hour in duration.

As you can see, it is easy to contact us and get on the calendar to present your company capabilities and have an opportunity to discuss with the OSBP Director the many opportunities available. You will also receive advice on how to do business with the Missile Defense Agency. When are you going to hit the easy button?

## Market Research: What is it?

By Becky Martin

Market Research is the process of collecting and analyzing information about capabilities within the market to satisfy MDA needs. It is a continuous process for gathering data on business and industry trends, product or service characteristics, suppliers' capabilities, and the business practices/trends that surround them. Market Research data is analyzed to maximize opportunities for small business participation and make smart acquisition decisions.

Strategic market research is not focused on a specific acquisition, but rather a broad study of the market and sources. This allows MDA to stay informed of overall market developments and trends. Tactical market research is targeted to a specific requirement and provides an in-depth understanding of the market; it is usually conducted early and is used in acquisition planning.

Market Research helps MDA understand what sources are available that are capable of providing the product or service and whether the product or service is available commercially. It also helps determine if potential opportunities for small businesses exist.

Market Research assists MDA in identifying products or services that can be competed. Competition lowers cost, provides for better quality and strengthens the MDA industrial base. It can also result in reduced cycle time by identifying a commercial solution or provide access to advanced technology.

Look in the next MDA OSBP Quarterly Newsletter for the reasons why our organization performs market research and the benefits to small business.

## Small Business Subcontracting Jobs Act

By Jerrol Sullivan

We anticipate the following proposed rule by the Small Business Administration on 10/05/2011 to be final on or about 6/20/12. When final, the changes to the Small Business Jobs Act: Subcontract Integrity may affect subcontract compliance and interrelationship between contracting offices, small business offices and program offices relating to oversight and review activities.

Please stay informed by keeping track of this proposed rule on the Federal Register. Read the summary of the Act below so that if it becomes a regulation, you can be prepared to quickly make the necessary adjustments in your business operations or to take proactive and informed actions when engaging the Government or industry regarding subcontracting issues and prime contractor responsibilities.

Proposed Rule: Small Business Jobs Act: Subcontract Integrity (RIN: 3245-AG22)

### Summary

The U.S. Small Business Administration (SBA or Agency) is proposing to amend its regulations to implement provisions of the Small Business Jobs Act of 2010, which pertain to small business subcontracting. SBA is proposing to amend its regulations to provide for a "covered contract" (a contract for which a small business subcontracting plan is required, currently valued above \$1.5 million for construction and \$650,000 for all other contracts), a prime contractor must notify the contracting officer in writing whenever the prime contractor does not utilize a subcontractor used in preparing its bid or proposal during contract performance. SBA is also proposing to amend its regulations to require a prime contractor to notify a contracting officer in writing whenever the prime contractor reduces payments to a subcontractor or when payments to a subcontractor are 90 days or more past due. In addition, SBA is proposing to clarify that the contracting officer is responsible for monitoring and evaluating small business subcontracting plan performance. SBA is also proposing to clarify which subcontracts must be included in subcontracting data reporting, which subcontracts should be excluded, and the way subcontracting data is reported.

SBA is also proposing to make other changes to update its subcontracting regulations, including changing subcontracting plan thresholds and referencing the electronic subcontracting reporting system (eSRS). Some of the SBA's proposed changes would require the contracting officer to review subcontracting plan reports within 60 days of the report ending date.

Finally, SBA is also proposing to address how subcontracting plan requirements and credit towards subcontracting goals can be implemented in connection with Multi-agency, Federal Supply Schedule, Multiple Award Schedule and Government-wide Acquisition indefinite delivery, indefinite quantity (IDIQ) contracts.



## OSBP Update: MDA OSBP Receives 2012 DOD OSBP Team Award!

The MDA OSBP received The Department of Defense Office Small Business Programs 2012 Team Award. The DoD OSBP Team Award is presented to Agency OSBP Teams for their efficient and effective support to DoD OSBP standard requirements and quick responses to ad hoc requirements. MDA OSBP Office was one of five Agencies to receive this award.



**August 6-8 - San Diego, CA**  
*Navy Gold Coast*

**Augst 13-18 - Huntsville, AL**  
*Space & Missile Defense Conference*

**Sept. 5-7 - Washington, D.C.**  
*National HUBZone Conference*

**Sept. 17-19 - National Harbor, MD**  
*AFA Air & Space Conference*

**MORE TO COME!**

## OSBP Staff

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For additional information regarding Subcontracting activities at MDA, please email us at [subcontracting-oversight@mda.mil](mailto:subcontracting-oversight@mda.mil)

For additional information regarding Outreach activities at MDA, please email us at [outreach@mda.mil](mailto:outreach@mda.mil)

## Websites of Interest

**MDA Office of Small Business Programs**  
[www.mda.mil](http://www.mda.mil)

**MDA Marketplaces and Directory**  
[www.mdasmallbusiness.com](http://www.mdasmallbusiness.com)

**MDA Business Acquisition Center**  
[www.mda.mil/business/acquisition\\_center.html](http://www.mda.mil/business/acquisition_center.html)

**MDA SBIR/STTR Programs**  
[www.mdasbir.com](http://www.mdasbir.com)

**Fed Biz Opps**  
[www.fbo.gov](http://www.fbo.gov)

**Electronic Subcontracting Reporting System (eSRS)**  
[www.esrs.gov](http://www.esrs.gov)

**MDA Small Business Advocacy Council**  
[www.mda.mil/business/bus\\_mdasbac.html](http://www.mda.mil/business/bus_mdasbac.html)