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Missile Defense Agency Office of Small Business Programs



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MDA Office of Small Business Programs

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Support to Enhance Small Business Utilization (U)

- **Market Research**
- **Assistance with Acquisition Strategy Development**
- **Oversight of Small Business Utilization by Prime Contractors**

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Market Research Enables OSBP to Help Small Business (U)

- **Identify sufficient number capable Small Business (SB) Contractors**
- **Develop knowledge of the market through SB visiting our office and adding business profile to our directory to let us know your capabilities**
- **Assist MDA offices with market research used to develop acquisition strategies**

Market research is critical to set-aside decisions

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Market Research What You Can Do (U)

- Let us know your capabilities
 - Attend our conferences for matchmaking with primes and Gov representatives from MDA
- Provide quality responses to “sources sought”

Market research is critical to set-aside decisions

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OSBP Assistance in Acquisition Strategy Development (U)

- **Provide alternatives that increase Small Business utilization**
 - **Input regarding SB capabilities to meet agency requirements**
 - **Recommend approaches that maximize SB participation at prime and subcontracting levels**
- **Voting Member on ASP/ASBs**

*All acquisitions are reviewed for
participation by small businesses*

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Acquisition Strategy Development What You Can Do (U)

- Let us know your capabilities
- Provide quality responses to “sources sought”
 - We often make important acquisitions strategy decision based on responses to these notices
 - Make sure you “answer the mail” and describe the relevancy of your past performance

All acquisitions are reviewed for participation by small businesses

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OSBP

Oversight of Large Business Prime Contractors

NEW PROCESS

MDA working with large business prime contractors to tie performance on small business subcontracting plans to Award Fee to:

- Increase subcontracting opportunities at all tiers
 - Incentivize increase in SB utilization on subcontracts
- Increase use of DoD Mentor-Protégé program
 - Incentivize increase participation as part of subcontracting plans for new systems contracts
- Increase technology transition from Small Business Innovative Research (SBIR), Small Business Technology Transfer (STTR)
 - Require initiatives on SB subcontracting plans for new systems contracts to increase transition of SBIR/STTR Phase II technologies

*Track performance of Large Business
Prime Contractors*

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Oversight of Large Business Prime Contractors What You Can Do (U)

- **Provide sterling performance on all the work you do for us or our large business prime contractors**
- **Engage the small business liaison officers at our various large business prime contractors**
 - **Let them know your relevant capabilities for missile defense work**
 - **Network with our large business prime contractors whenever possible**

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Questions (U)

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