Volume 17 - Issue 2

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July 2015

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Message from the Director,

Lee Rosenberg

In this issue I'd like to give you some feedback on our market research efforts and their results in enhancing small business utilization on our contracts. For many

years in these articles you've heard me harping about how important it is to respond to our market research efforts such as Requests for Information (RFIs) and Sources Sought notices. You've also heard of my frustrations with the sparse responses we've gotten and the quality of those who did respond. Well, I guess some of you began to listen, and I truly appreciate that, because your efforts are now starting to payoff. I thought it would be nice to give you some recent examples of how we used the information we gained from this market research to enhance our utilization of small businesses whether it was as a set-aside or enhanced requirements for utilization on full and open competitions.

So let's start with the Technical, Engineering, Acquisition and Management Support (TEAMS) program. This is the follow-on program to our Missile Defense Agency Engineering and Support Services (MiDAESS) program. Last summer we published a very detailed and lengthy RFI to see if we could break apart some of the MiDAESS Capability Groups and set that work aside for small business. We received a large number of quality responses to the RFI, and the results show it. We will be setting aside approximately 69% more dollars on TEAMS for Small Business than was set aside on MiDAESS. This was directly related to your responses to that RFI that gave us the information we needed to satisfy ourselves of the capabilities resident in the small business community. And, by the way, because of your responses, we were able to determine that three of those set-asides will be Service-disabled Veteran-owned Small Business set-asides.

Let's move on to another upcoming acquisition. Our Integrated Resources for Enterprise Solutions (IRES) acquisition will be the replacement for the current Joint National Integration Center (JNIC) support contract. The contract will be a full and open competitive solicitation. About a year and a half ago, we put out a very detailed RFI to assess small business capability for the IRES acquisition. Again, we got great responses. While we determined that not enough small businesses could do the entirety of the effort, we were able to establish that significant parts of that effort could be accomplished by small business. Based on this, we are establishing significant small business utilization requirements for the prime contractor. For example, 40% of the total value (not subcontracted value) of the contract is expected to be subcontracted to small business. That is pretty significant when we are expecting the ceiling price on this single award, Indefinite Delivery, Indefinite Quantity (IDIQ) contract to exceed \$5 Billion. This requirement was directly affected by the RFI responses.

Finally, let's discuss our Long Range Discrimination Radar (LRDR) acquisition which is starting its source selection. This was a single award, competitive request for proposals for a new fixed radar site in Alaska. Last year we published an RFI to determine a lot of information, including small business capability.

While we didn't find the industrial base of small businesses that could design, produce and field this radar, there was some capability in the small business community who responded to ultimately sustain the radar once it is fielded. This contract will have a significant incentive clause in it. Part of the winning contractor's ability to earn this significant incentive will be its ability to deliver at least two small businesses capable of sustaining the radar once it is fielded. Why did we do that?

Well, in all likelihood, we'll be turning this radar over to one of the Services to maintain and we wanted to give them at least two capable small businesses that could do that work so they could set-aside future sustainment contracts.

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I hope the previous examples show you that your quality responses to our RFI's do have effect. I know it is sometimes time consuming and perhaps resource intensive to prepare detailed responses to the information we request, but it does payoff down the road. So as I write this, there will be several more RFI's coming out in the future. I, once again, encourage you to make the investment in time and effort and respond to those requirements that interest you. It does affect our acquisition strategies and may just ultimately get you a direct contract from us on a set aside or an opportunity to partner with a larger business for some subcontracted work.

Mentor Protégé Agreement between Raytheon Missile Systems and CFD Research Corporation (CFDRC)

Ruth Dailey

MDA is pleased to announce a new Mentor Protégé Agreement between Raytheon Missile Systems and CFD Research Corporation (CFDRC) beginning in March 2015. CFDRC is a Women Owned Business headquartered in Huntsville Alabama. CFRDC develops cutting edge technologies and provides innovative solutions for Aerospace & Defense, Biomedical & Life Sciences, Energy & Materials, and other industries. Since its inception in 1987, CFDRC has worked with government agencies, businesses, and academia, and has earned national recognitions for successful application and commercialization of innovative technologies (multiphysics software, hardware designs and prototypes, and multi-disciplinary analyses). CFDRC specializes in engineering simulations and innovative designs for Aerospace, Biomedical, Defense, Materials, Energy, and other industries. Using software modeling tools and experimental facilities, they develop new hardware concepts, innovative designs, and prototypes. CFDRC current has over 55 patents awarded or pending in the areas of biotechnology, combustion, propulsion, and materials. CFDRC is focused on diversifying their business base and expanding their hardware prototyping and manufacturing capabilities. CFDRC recently moved into new facilities and has options and opportunities to expand further within the current complex in Huntsville. CFDRC continues to expand their infrastructure and personnel to enable their business diversification across DoD and commercial markets.

Service-Disabled Veteran-Owned Business (SDVOSB) Genna Wooten



In previous editions of the OSBP Newsletter, the discussion was on different types of Socio-economic programs. This edition will focus on the Service-Disabled Veteran-Owned Small Business (SDVOSB).

The Veterans Entrepreneurship and Small Business Development Act of 1999 (Public Law 106-50) established an annual government-wide goal of

not less than 3% of the total value of all prime contract and subcontract awards for participation by small business concerns owned and controlled by service-disabled veterans. The purpose of the Service-Disabled Veteran-Owned Small Business Concern Procurement Program is to provide procuring agencies with the authority to set acquisitions aside for exclusive competition among service-disabled veteran-owned small business concerns, as well as the authority to make sole source awards to service-disabled veteran-owned small business concerns if certain conditions are met. (See Code of Federal Regulations (CFR) 13 C.F.R. § 125.8-125.10). For more information about the program go to https://www.sba.gov/sdvosb.

Why this is important? The MiDAESS follow on acquisition, Technical, Engineering, Advisory, and Management Support (TEAMS) has set aside three (3) opportunities for SDVOSB; Facilities, Logistics, Space Management, Strategic Planning and Office Administration. For more information about them go to http://www.fbo.gov and search for solicitation CS-2015-0002.

Save the Date

Laura Anderson

August 13-14, 2015 the Missile Defense Agency plans to co-host the National Defense Industrial Association (NDIA) - Tennessee Valley Chapter (TVC) Annual Missile Defense Agency Small **Business Programs** Conference the Von Braun Center in Huntsville, AL. This year's event will focus on upcoming acquisition opportunities within the Ballistic Missile



Defense System. The dates for the conference were selected carefully being mindful of company budgets. As such, it will follow the close of the 18th Annual Space & Missile Defense Symposium http://smdsymposium.org/. With these two conferences coinciding, hotel space will book up fast, so please make your travel plans early. Stay tuned for more information to come.

MDA makes Reasonable Efforts to Identify Small Businesses Jerrol Sullivan

The MDA OSBP encourages small businesses (SB's) to respond to RFI's when opportunities arise that match your company's core competencies. The Agency is diligent in trying to identify SB's that can meet the Government's needs in any Agency acquisition. Beyond the requirement to use FedbizOpps (FBO), there are no particular prescribed methods that must be used, so MDA employs a variety of ways to fulfill the market research requirement.

When conducting market research, our Contracting Officers (CO's) use various tools to ensure they are identifying the largest number of qualified SB's for the acquisition. Beyond the "Interested Bidders" portion of FBO, our CO's include the Agency OSBP staff to help research the potential for SB participation. This research includes the use of SAM (the System for Award Management), FPDS-NG (Federal Procurement Database System – Next Generation) and responses to Agency RFI's from SB's that demonstrate they have the capability to do the work listed in the request.

The OSBP routinely reaches out to SB's requesting more information on their capabilities, to help make a qualified assessment of a company's ability to perform the work. Our CO's rely on this process and use this information to make an informed business judgment as to whether a sufficient amount of capable SB's to support a set-aside decision will respond to the RFP. This means that it is imperative for SB's to continue to respond to MDA's RFI notices, regardless of the method we use to contact you.

Recently MDA has been successful in setting aside work such as Poland Aegis Ashore Skid, and Poland Aegis Ashore Array Frame Fabrications to support our system acquisitions, but we need continued support from the small business community to ensure that we can continually set-aside work when the small industrial base can fulfill requirements for MDA service and system acquisitions.

Missile Defense Agency Small Business Advocacy Council Becky Martin

The Missile Defense Agency (MDA) Small Business Advocacy Council (SBAC) is dedicated to fostering and showcasing a superior collaborative environment for MDA prime contractors that develop and promote successful small business relationships to achieve common goals. Further, the MDA SBAC seeks to strengthen the alliance with MDA and large prime contractors, to support the Agency's mission and small business goals.

This group of individuals from the prime contractors work diligently to identify ways to increase the utilization of small businesses on MDA contracts. New Officers have been elected and the MDA SBAC Executive Committee is as follows:

Kevin Hoey, General Dynamics Information Technology, President Debbie Batson, Teledyne Brown, Vice President Melanie Baker, Lockheed Martin, Secretary

The MDA SBAC Executive Committee has been meeting on a weekly basis for the past several months to shape a strategic plan for this year. They have planned several upcoming events that will be beneficial to both large and small businesses. If you are a large prime contractor with MDA, I would encourage you to join and participate with the MDA SBAC. Please contact any of the officers for information regarding the MDA SBAC.

Nunn-Perry Award Ruth Dailey

Several Missile Defense Agency (MDA) teams with Huntsville ties were recently named recipients of the Nunn-Perry Award for their involvement in the U.S. Department of Defense's Mentor-Protégé Program.

Announced by the DoD's Office of Small Business Programs, the winning Mentor-Protégé teams for 2014 are Boeing Company and Victory Solutions Inc., both of Huntsville; Lockheed Martin Space Systems Company and IERUS Technologies Inc., both of Huntsville; Raytheon Missile Systems of Tucson, Ariz., and Advanced Powder Solutions Inc. of Cypress, Texas; and Tec-Masters Inc. and PROJECTXYZ, both of Huntsville.

The winners were honored March 12, 2015 in Alexandria, VA. A total of 14 U.S. teams will receive the award, which honors companies that excel in commitment, technical assistance, quality and economic development of small businesses.

Victory Solutions, Inc. is a Service Disabled Veteran Owned (SDVO & VO), Woman Owned Small Business founded in 2006 by Kris McGuire. Victory Solutions, Inc. specializes in providing exceptional technology development and support to government organizations such as NASA and MDA. Victory Solutions, Inc. also works with commercial customers. Victory Solutions, Inc. is a key subcontractor to The Boeing Company on GMD contract. Victory Solutions, Inc and The Boeing Company began the Mentor-Protégé partnership in 2012 and completed the program in April 2015.

IERUS Technologies is a small business with a HUBZone certification headquartered in Huntsville, AL. With offices in both Huntsville, AL and Atlanta, GA, IERUS is ideally suited to provide high-tech services and design support to south-east and beyond. IERUS's core skills include global optimization, RF spectrum technologies, and software acceleration. IERUS also provides support in the areas of systems engineering and program management. The IERUS – Lockheed Martin team has been selected as a Nunn-Perry Award winner. The Nunn-Perry Award honors DoD-sponsored Mentor-Protégé teams that show outstanding development of the Protégé Company. IERUS and Lockheed Martin entered the Missile Defense Agency (MDA)-funded Mentor-Protégé relationship in September of 2012. The team's developmental program focus has included planning, AS9100 Quality Management System certification, and earned value management among other areas. IERUS Technologies and Lockheed Martin began the Mentor-Protégé partnership in 2012 and will complete the program in September 2015.

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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-0018-0003	DOB-02	1/26/15	Strategic Planning and Financial Management Support
Computer Sciences Corporation HQ0147-10-D-0019-0004	DP-01	1/19/2013	Integration Synchronization
HQ0147-10-D-0019-0005	DOB-03	7/25/2013	Budget Execution/Funds Control
Paradigm Technologies, Inc. HQ0147-10-D-0020-0004	DOB-07	2/27/2013	Financial Systems Support & Integration

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-0008-0003	DE-01	7/8/2011	System Engineering Integration
	HQ0147-10-D-0008-0005	DE-05	2/10/2014	Sensor Engineering
General Dynamics IT	HQ0147-10-D-0009			
Parsons	HQ0147-10-D-0010-0012	DT-02	9/26/2013	Ground Test Support
	HQ0147-10-D-0010-0008	DE-03	6/8/2011	Weapons and Missile Systems
	HQ0147-10-D-0010-0010	DE-07	5/30/2013	Space Portfolio Engineering
	HQ0147-10-D-0010-0013	DE-08	3/20/2014	C3BM
	HQ0147-10-D-0010-0006	DE-10	9/24/2014	M&S Engineering
	HQ0147-10-D-0010-0011	DE-11	7/16/2013	Laser (Directed Energy) System Engineering

Infrastructure and Deployment Support (Capability Group 4)

HQ0147-10-D-0010-0014

IDIQ Contract Award Date: 6/23/2010

Flight Component and General Test Support

Computer Sciences Corporation HQ0147-10-D-0022-0007	DPF-01	5/8/2014	Facility, Logistics, and Space Management
HQ0147-10-D-0022-0006	DPF-03	6/3/2013	Environmental Management
General Dynamics IT HQ0147-10-D-0023			
Parsons HQ0147-10-D-0024-0004	DDW-01	2/15/2013	Warfighter Strategic Integration
HQ0147-10-D-0024-0005	DDW-02	10/23/2013	Operations Support
HQ0147-10-D-0024-0006	DPF-02	2/20/2014	Facilities Life-Cycle Management Site Activation
			Planning, Deployment, and Integration
HQ0147-10-D-0024-0007	DT-08	5/8/2014	Warfighter Operational Support

Agency Operations Support (Capability Group 5)

IDIQ Contract Award Date: 6/17/2010

ALATEC, Inc. HQ0147-10-D-0002-0003	DS-01	10/26/2012	Functional Management and Non-Matrix Adn	nin. Support

5/02/2014

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-0011-0006	DEI-02	6/18/2013	Declassification
HQ0147-10-D-0011-0008	IC-03	6/26/2014	BMDS Information Assurance/Computer Network Defense
HQ0147-10-D-0011-0005	DEI-03	5/1/2012	Intelligence
HQ0147-10-D-0011-0007	DEI-06	3/7/2014	Cyber Security and Engineering
HQ0147-10-D-0012			
Lockheed Martin, Inc. HQ0147-10-D-0013-0005	DEI-01	3/7/2014	Security and Program Protection
ManTech International Corporation HQ0147-10-D-0013-0004	DEI-05	6/6/2013	Counterintelligence

Agency Advisory Analytical Support (Capability Group 7)

IDIO Contract Award Date: 2/14/2011

Booz Allen Hamilton, Inc. HQ0147-11-D-0001

MacAulay-Brown, Inc. HQ0147-11-D-0002-0003 A3-01 3/26/2013 Engineering & Technical Advisory & Analytical Support

HQ0147-11-D-0002-0004 A3-02 3/21/2014 Test

SAIC HQ0147-11-D-0003-0002 A3-03 3/26/2013 Executive Programmatic Advisory & Analytical Support TASC HQ0147-11D-0004

Small Business Set-Aside

Blue text indicates IDIQ Awards
Red text indicates Task Order Awards
Recompeted/RecentlyAwared

Quality, Safety, and Mission Assurance (Capability Group 1)

IDIQ Contract Award Date: 1/21/2010

a.i. Solutions HQ0147-10-D-0027-0003

QS-03 5/24/2

QS-01

Quality Assurance

HQ0147-10-D-0027-0004

QS-02 11/07/2013 I

12/01/2012

Mission Assurance
System Safety & Safety Occupational Health

A-P-T Research, Inc. HQ0147-10-D-0028-0004

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-0036-0005 DO-04 5/01/2013 Cost Estimating and Analysis

HQ0147-10-D-0036-0006 DO-06 4/29/2013 EVM

Quantech Services, Inc. HQ0147-10-D-0037 DA-01 4/01/2014 Acquisition & Program Management Support

HQ0147-10-D-0037-0007 DPL-01 3/27/2013 Logistics Management

HQ0147-10-D-0037-0006 DA-02 3/27/2013 Acquisition Executive Support HQ0147-10-D-0037-0010 DI-01 3/10/2014 International Affairs

HQ0147-10-D-0037-0010 DI-01 3/10/2014 International Affairs
HQ0147-10-D-0037-0008 DI-02 9/20/2013 Aegis BMD FMS and International Support

HQ0147-10-D-0037-0011 DOB-05 7/23/2012 Accounting

Engineering Support (Capability Group 3)

IDIQ Contract Award Date: 3/10/2011

COLSA Corporation HQ0147-11-D-0005-0002 IC-01 9/12/2014 Information Technology Management and Analysis

ERC, Inc. HQ0147-11-D-0006

MEI Corporation HQ0147-11-D-0007-0009 DE-12 6/12/2014 Specialty Engineering / International Engineering

HQ0147-11-D-0007-0008 DE-09 5/05/2014 Speciality C3BM

HQ0147-11-D-0007-0007 DE-13 3/21/2014 Risk and Lethality Engineering

HQ0147-11-D-0007-0011 DT-06 6/24/2014 Ground Test Provisioning Support

HQ0147-11-D-0007-0010 DT-07 6/24/2014 Test Infrastructure Support

HQ0147-11-D-0007-0006 DE-04 3/27/2013 Threat Engineering

Torch Technologies, Inc. HQ0147-11-D-0008-0002 IC-02 9/24/2014 Cybersecurity & Risk Management

 HQ0147-11-D-0008-0007
 DE-02
 6/06/2014
 Test Analysis & Reporting

 HQ0147-11-D-0008-0008
 DT-05
 7/25/2014
 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 & Assosciates HQ0147-10-D-0030-0007

DS-04

3/18/2013

Strategic Planning & Communication

HQ0147-10-D-0030-0008 DS-05 4/17/2014 VIPC

HQ0147-10-D-0030-0006 PA-01 1/28/2013 Public Information Support

PeopleTec, Inc. HQ0147-10-D-0031-0007 DS-02 5/17/2013 Executive Admin. & Action Officer Support

HQ0147-10-D-0031-0008 DS-03 4/17//2014 Protocol & Event Management

HQ0147-10-D-0031-0005 DOH-01 11/30/2012 Human Resources

HQ0147-10-D-0031-0006 DOH-02 1/04/2013 Training and Development

Total Solutions, Inc. HQ0147-10-D-0032

Nunn-Perry Award

Ruth Dailey

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Advanced Powder Solutions Inc., (APS) of Houston, TX (a Minority Owned, Small Disadvantaged Business) that provides materials solutions to our customer's most complex problems. From the base powders, finished product (coatings or parts), or material design and final commercialization, APS provides real solutions for real applications. Current commercially available APS material solutions vary from Beryllium replacement parts, lightweight radiation hardened or low CTE materials, high temperature wear resistance coatings or propulsion components, and critical parts for the oil & gas industry performance. APS is a key subcontractor to Raytheon Missile Systems contracts. APS and Raytheon Missile Systems began the Mentor-Protégé partnership in 2012 and completed the program in October 2014.

PROJECTXYZ is a technical solutions company using its expertise to solve problems and deliver results for federal and commercial customers at various locations throughout the United States. Headquartered in Huntsville, Alabama, the company provides expertise in the research, design, development, integration, and sustainment of innovative solutions in engineering, logistics, information technology, and alternative energy. Founded in 2002, the company is an 8(a) certified, economically disadvantaged woman-owned small business. PROJECTXYZ is a key subcontractor on Tec-Masters, Inc contracts. PROJECTXYZ, Inc. and Tec-Masters, Inc. began the Mentor-Protégé partnership in 2012 and completed the program in January 2015.

The Nunn-Perry Award was first awarded in 1995, and is named in honor of former Senator Sam Nunn and former Secretary of Defense William

Perry. The award is given to recognize outstanding mentor-protégé teams formed under the auspices of the DoD Mentor-Protégé Program.

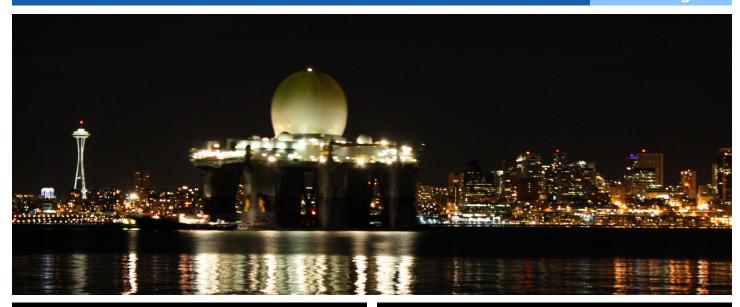
The purpose of the Mentor-Protégé Program is to provide incentives for DoD contractors to assist small businesses in enhancing their capabilities and to increase participation of such firms in Government and commercial contracts.

"The DoD Mentor-Protégé Program benefits the Missile Defense Agency, by fostering lasting partnerships between large business prime contractors who support the Agency and small innovative businesses that have capabilities we can use," said Rosenberg. Mentors are prime contractors who agree to promote and develop small businesses by providing developmental assistance designed to amplify the business success of the protégé. The Mentor-Protégé Program is designed to encourage the mentor to provide beneficial developmental assistance to the protégé.

The Mentor-Protégé Program strengthens subcontracting opportunities for small businesses and enhances contracting goal achievements for the MDA. When looking at proposed Mentor-Protégé Agreements to approve, Rosenberg says he is always looking for the "Win-Win-Win." "The 'wins' for the large and small businesses involved are inherent to the agreement. That third 'win' is the payoff for the Agency based on the terms of the agreement," he said. "This return on our investment in DoD dollars is the growth in the small business industrial base supporting MDA."

Congratulation to all awardees!





eSBIE Registration Steps

Have the following information ready:

- 1. 9-digit DUNS number
- 2. Company contact information
- 3. Company socio-economic categories
- 4. Up to 10 VALID 2012 NAICS codes
- 5. Company facility clearance
- 6. Two points of contact

How to Register:

- 1. Go to http://www.mda.mil/business/smallbus_programs.html
- 2. Click on the 'OSBP Directory' button on the right side of the page
- Click on the 'Register' button at the top of the page and enter the information you collected earlier
- 4. Click on the 'Submit' button and stand by while we review your application for autenticity



Having issues? Have questions?

Please contact Outreach@mda.mil

Missile Defense Agency (MDA) How to do business with MDA?

- Send the MDA Office of Small Business Programs (OSBP) an email requesting a meeting or teleconference) to: 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.

Having issues? Have questions?

Please contact Outreach@mda.mil

10 10 alendar of Events

- April 14, The 25th Anniversary **Government Procurement Conference** Washington, DC
- **April 19, AeroDef Manufacturing** Dallas, TX
- **April 21, Birmingham PTAC** Pelham, Al
- May 18, Space Tech Expo Long Beach, CA
- May 26, Marketplace 2015 PTAC Raleigh, NC
- June 03, Small Business Expo **New York, NY**
- June 08, VETS 2015 Norfolk, VA
- June 22, WBENC 2015 National Conference



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For additional information regarding Subcontracting activities at MDA, please email us at subcontracting-oversight@mda.mil

For additional information regarding Outreach activities at MDA, please email us at outreach@mda.mil

Websites of Interest

MDA Office of Small Business Programs

www.mda.mil

MDA Marketplaces and Directory

www.mda.mil/business/smallbus_programs.html

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

MDA Unsolicited Proposal Guide

http://www.mda.mil/global/documents/pdf/MDA_Unsolicited_ Proposal_Guide.pdf