



Missile Defense Agency

Office of Small Business Programs

Quarterly Newsletter | July 2015

Volume 17 - Issue 3

IN THIS ISSUE

2

- Message from the Deputy
- Technical, Engineering, Advisory, and Management Support (TEAMS)

3

- Small Businesses Key to Competition
- Annual MDA Small Business Programs Conference

4

- MiDAESS (Full and Open)

5

- MiDAESS (Small Business Set-Aside)

6

- Small Business Training

8

- Outreach Calendar

NEXT ISSUE

October 2015

Approved for Public Release
15-MDA-8302 (30 June 15)



Message from the Director, Lee Rosenberg

Well the summer is upon us and, as usual, it's a busy time for everyone. Lots of conferences going on, lots of Request for Proposals (RFP's) being issued (at least a lot for us) and our annual conference is coming up. First to the RFP's, TEAMS has already started issuing draft RFP's and a few final RFP's for some of the projected 31 separate contracting actions that will replace all of the advisory and assistance work currently being done under the MiDAESS Program. If you're in the professional services line of work, I'd definitely be paying attention to these. Nearly 2/3 of the RFP's that will be issued will be small business set-asides including three service-disabled small business set-asides. Also coming out soon will be our Security Operations Center contract. It, too, is a small business set-aside contract that covers all of the physical security support across the Agency, including access control at our facilities and all badging operations. Finally our annual MDA Small Business Conference planning is in full swing and registration is now open. The conference is being held in Huntsville, AL, August 13-14 and promises to be a great event. Conference and registration information can be found in this edition of the newsletter. Our conference begins as the very large 18th Annual Space and Missile Defense Symposium ends. While a separate conference with separate registration, attending both conferences will give you the biggest bang for your buck. I strongly suggest planning ahead and getting your airline and hotel reservations early as the available rooms in Huntsville tend to fill up quickly for these events.

What I'd like to discuss next is business planning for the future. Too often I talk to small businesses that have been largely successful in a particular Government marketplace and have grown their businesses around that specific marketplace. While nobody doubts the wisdom of doubling

down on where you've had success, in this day and age, a word of caution is in order. As one "reads the tea leaves" for the future, one can readily discern that the Federal Government's budget in general, and DoD's budget specifically, are no longer on a growth curve. In fact, many areas of the Federal and DoD budgets are projecting steep declines, especially if sequestration stays in place. Therefore, "fishing from the same pond" only may leave a business "high and dry" in the near future.

So, what is a business to do in this situation? Well, prudence would dictate that now is the time, while your business still has steady income, to explore new markets both within and external to the Federal Government and DoD. I believe, over the next few years, diversification will be the key to survival when dealing in the federal marketplace. Think about your 401k. You don't put all your assets in IBM stock or Walmart stock or even Apple stock. While these all may be very good investments, "putting all your eggs in one basket" may spell disaster if that one great stock "goes south". Instead, most people diversify their portfolios as a hedge against the vagaries of the market. Shouldn't the same be said of business planning? The old saying that, "Previous success is no guarantee of future earnings." really applies today in the federal marketplace. But waiting until the last minute to diversify your business may find you a "day late and a dollar short".

Let's look at a hypothetical example of what I'm talking about. Take XYZ Corporation, a small business with great modeling and simulation skills. In fact, XYZ has been doing business with the Air Force for years doing simulations of satellite re-entries and multiple outcome probability assessments from those re-entries using Monte Carlo methodologies to determine which would be the safest way of bringing the satellites down at the end of their life. They have 55 employees on staff, most of which are degreed

Continued on Page 2

Technical, Engineering, Advisory, and Management Support (TEAMS)

Genna Wooten

Continued from Page 1...

engineers with modeling and simulation backgrounds in the aerospace industry. Business is good today, but the prospects for future business with the Air Force aren't so great. Satellites are flying longer and projected cuts in future Air Force space budget may leave current satellites flying past their predicted service lives. XYZ's current contract with Air Force Space Command has two years left on it. What can XYZ do now to ensure a stable business base into the future?

Option 1- Market heavily to the Air Force satellite program office to continue their contract beyond its current period. After all, they do have great past performance and the program office likes the work XYZ is doing.

Option 2- Explore new, maybe non-traditional markets and begin to compete for contracts in those markets. So XYZ hasn't done business outside DoD before. They know the FAR and DFARS inside out and surely, the commercial marketplace is much easier to deal with than the Government.

Option 3- Do both of the above.

Let's look at Option 1. What's the likelihood the Air force will continue the contract with XYZ in a sole source capacity? Not very. Unless, XYZ has some super specialized skill, justifying a sole source extension to the contract, it is unlikely that will happen in today's environment of increasing competition to drive down costs. In all likelihood, the Air Force will compete any follow-on contract, given that they still need the contract which, in and of itself, may not be certain. And what will that competition do to XYZ's current pricing structure? Remember, the Air Force is going through budget cuts.

How about Option 2? Who else flies satellites besides the Air Force? Well, the National Oceanic and Atmospheric Administration (NOAA) in the Department of Commerce has satellites. Perhaps exploring how they manage and control those satellites may provide an alternative? And how about all the cable TV companies? How do they operate? Whose satellites do they use? And here's a possible "out of the box" opportunity. You know the local pharmaceutical company is doing genomic studies for targeting future cancer drugs. You know you have very skillful modelers on staff that can develop models and run them through Monte Carlo simulations to see probable outcomes. Okay, so you don't have a genome expert. Would hiring that type of subject matter expert, partnered with your on onboard staff, open a market with that pharmaceutical company? Perhaps.



TEAMS, formally known as MiDAESS, is the Agency's one stop acquisition program for advisory and assistance support services for the Missile Defense Agency. TEAMS will consist of 31 separate contract actions and we are delighted to report that approximately 2/3 of those actions will be set aside for small business including three Service Disabled Veteran Owned Small Business (SDVOSB) set asides.

The Consolidated Support (CS) Office at MDA is the program office that has responsibility for the planning and executing of all TEAMS acquisitions. They have been working diligently to develop and issue the draft RFP's, provide responses to industry questions, and release the final RFP's. To date, the MDA has issued Draft RFP's for Safety Support, Quality and Mission Assurance Support, International Affairs, Business Operations Support, Warfighter Integration, and Security and Program Protection/Declassification. They have also released Final RFP's for Safety Support and Quality and Mission Assurance Support.

MDA's CS Office is encouraging industry to begin submitting any requests for Organizational Conflict of Interest (OCI) assessment. The OCI Disclosure Form was posted in the Federal Business Opportunities (FedBizOps) Special Notice CS-2015-0002A on March 17, 2015. All completed and signed OCI Disclosure Forms should be submitted via email to TEAMS_OCI@mda.mil. MDA CS is also encouraging industry to pre-submit a draft Cybersecurity Compliance Plan for non-binding feedback prior to release of Final RFPs.

For those companies that are interested in the TEAMS acquisitions, it is recommended that you keep a close watch in FedBizOps (www.fbo.gov) for the most recent RFP releases and information on TEAMS.

For your convenience, see page 6 for the most recent update to the TEAMS RFP Schedule. MDA has also posted the TEAMS RFP Schedule Update in FedBizOps on June 2, 2015.

Continued on Page 6

And what about Option 3? Certainly more resource intensive than one or two, but, you know, the Air Force might just decide you're the best company for the job after all, competition or not. On the other hand, the pharmaceutical company might see your company as the best way to most rapidly determine the best manufacturing process for the new contemplated drug that will beat the competition based on your help.

To me, keeping all your options open is the best approach, even though you may have to "burn the midnight oil" to accomplish all this. So I urge you to think about your current markets, where they are headed, and what you can do now to mitigate any foreseeable downturns. Your business may depend on it, I want you to be successful and, especially do not want to have to write another article about this and have to think up yet more colloquialisms and old sayings to get you motivated. It hurts my brain!

Small Businesses Key to Competition Jerrold Sullivan

The Missile Defense Agency (MDA) is emphasizing small business participation to help identify and procure innovative solutions at affordable prices. For the MDA it's all about developing our industrial base and creating competition. The Agency understands small businesses are pivotal to driving competition. The MDA Office of Small Business Programs (OSBP) currently has 6 small business professionals (SBP) who advise MDA program managers on what is available in the commercial marketplace. Our SBPs act as liaisons between the MDA and industry. SBPs have to understand what the MDA and Ballistic Missile Defense System programs need, and we have to understand what industry can deliver, then try to pull it all together.

For the MDA, fiscal year (FY) 2014 was a successful year for prime contracting to small businesses. We met our mandated 6.6% goal of prime contracting dollars going to small businesses by achieving 6.64% utilization. FY 2015 continues to be successful for MDA in its contracting to small businesses. We are currently exceeding both our overall small business goals as well as meeting or exceeding four of five mandated goals for contracting to small businesses.

To sustain and improve our goal performance and the resulting competitive environment, MDA has to achieve greater success in involving vendors in the requirements development process. Small businesses can help us succeed in this endeavor by understanding MDA's approach to making reasonable efforts to identify small businesses, and positioning their small business and its capabilities to be discovered and understood by MDA. MDA's approach involves diligently trying to identify small businesses that can meet the Agency's needs. There is not a prescribed or particular method that must be used, but MDA requires the contracting officer's assessment to be based on sufficient facts to establish the reasonableness. MDA's contracting officers are encouraged to use the System for Award Management (SAM) database, tap the expertise of our OSBP, and be willing to reconsider decisions as new information about small businesses becomes available. Having sought to identify small



businesses, an informed business judgment that two or more small businesses capable of performing are expected to submit offers is sufficient to support a set-aside decision as a solution for a requirement.

The MDA's SBP's and contracting officers realize that not all programs are suited for small businesses, but for those that are, we need the small firms that can offer creativity and agility. We need small businesses that are

Annual MDA Small Business Programs Conference

Laura Anderson

IMPORTANT UPDATE – REGISTRATION IS NOW OPEN – Here is the “green light” for attendees to register for the National Defense Industrial Association, Tennessee Valley Chapter (NDIA-TVC) Annual MDA Small Business Programs Conference www.ndiatvc.org. The conference will be held at the Von Braun Center North Hall in Huntsville, AL on August 13-14.

Mr. John James, Executive Director, Missile Defense Agency will provide the keynote remarks, where he will share the Agency's commitment to the small business community and how their agility and innovativeness play a vital role in the Ballistic Missile Defense System's mission. Other highlights on the agenda include: The Department of Defense, Office of Small Business Programs, Acting Director Mr. Kenyata Wesley as a luncheon speaker; The Director of MDA Acquisition, Ms. Laura DeSimone; Deputy Director of MDA Contracts, Ms. Lynne Washburn (invited); Director of the MDA Office of Small Business Programs, Mr. Lee Rosenberg along with Program Office officials who will address upcoming MDA procurements.

Matchmaking sessions with representatives from MDA program offices, MDA prime contractors, and other Government agencies will be available to small businesses for one-on-one discussions on small business opportunities. Stay tuned for more information regarding the scheduling of matchmaking, please visit www.ndiatvc.org for the latest updates.

We are looking forward to a successful event and thank you in advance for your support/participation in the NDIA-TVC Annual MDA Small Business Programs Conference. We are anticipating a huge turnout as the conference will follow the closing of the 18th Annual Space & Missile Defense Symposium <http://smdsymposium.org/>. Please don't forget to make your travel plans early with these two conferences coinciding hotel space will book up fast.

not constrained, and can rebound fast when changes are needed. The ideal small businesses for participating in MDA acquisitions are nimble, can provide their capability with little overhead, and can react quickly and responsively.

The MDA OSBP is involved in several Department of Defense initiatives aimed at increasing small business participation. We have immersed ourselves in MDA programs and strive daily to understand the needs presented by our program offices, while trying to find small businesses that can deliver on the requirements. The small business program is an industrial base development program, and MDA has a responsibility as an institution to develop a competitive small business environment so that we can then pull it all together and get what we need, when we need it.



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-0018-0003 | 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 | |
| | HQ0147-10-D-0010-0014 | DT-01 | 5/02/2014 | Flight Component and General Test Support | |

| Infrastructure and Deployment Support (Capability Group 4) | | | IDIQ Contract Award Date: 6/23/2010 | | |
|--|-----------------------|--------|-------------------------------------|--|--|
| 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 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-0011-0006 | 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) | | | IDIQ 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 | | | | |



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-0027-0003 | QS-03 | 5/24/2013 | Quality Assurance | |
| | HQ0147-10-D-0027-0004 | QS-02 | 11/07/2013 | Mission Assurance | |
| A-P-T Research, Inc. | HQ0147-10-D-0028-0004 | QS-01 | 12/01/2012 | System Safety & Safety Occupational Health | |
| 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 | EVMS | |
| 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-0037-0008 | 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 & Associates | 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 | | | | |

The Small Business Administration provides free online training regarding contracting with the government for small businesses.

Small businesses provide approximately \$100 billion worth of goods and services each year to the government, however marketing to the government is very different from selling to the commercial market.

The Small Business Administration (SBA) has created a series of free online contracting courses designed to help prospective and existing small businesses understand the basics about contracting with government agencies. You can register and take these classes at

<https://www.sba.gov/gcclassroom>.

The courses are self-paced and include audio and take about 30 minutes to complete. You can exit a course at any time.

Listed below are the training topics:

- Helpful Tips for applying to the 8(a) Business Development Program
- Pre-8 Business Development Program Training
- Government Contracting 101 (Part 1 Overview of Small Business Programs)
- Government Contracting 101 (Part 2 How the Government Buys)
- Government Contracting 101 (Part 3 How to Sell to the Government)
- HUBZone Primer (How to qualify and apply to the HUBZone Program)
- The WOSB Advantage (A Primer: Women Owned Small Business Program)
- Women Owned Small Business program (A Primer for Contracting Officers)
- Non-Manufacturer Rule Primer
- Market Research
- Veteran Owned Small Business (Contracting Programs)
- Price Evaluation Preference (HUBZone Program)
- Business Opportunities (A guide to Winning Federal Contracts)
- Tribal Enterprise Business Guide
- ANC Business Guide
- NHO Business Guide
- Small Business Contracting (Emergency Acquisition Procedures)
- How to Prepare Government Contract Proposals (A Guide for Small Businesses)
- Understanding HUBZone Designations (HUBZone Mini-Primer)
- HUBZone Mini-Primer (Eligibility Requirements: Principal Office-Employees-Residency)
- Certificate of Competency
- Small Business Primer (Understanding Small Business Size Standards and Affiliation)
- HUBZone Mini-Primer (Understanding HUBZone Protests)
- Counterfeit Parts (Prevention and Guidance)

To stay abreast of updates and other information related to small business sign up for e-mail updates at www.sba.gov.

Technical, Engineering, Advisory, and Management Support (TEAMS)

Continued from Page 2...

As of: July 1, 2015

All dates are listed as no earlier than dates posted

Genna Wooten

| TYPE | TITLE | DRAFT RFP – CURRENT ESTIMATED RELEASE DATE | FINAL RFP – CURRENT ESTIMATED RELEASE DATE |
|--------|--|--|--|
| SBSA | Safety | Actual- 3/13/2015 | Actual- 5/18/2015 |
| SBSA | Quality, Mission Assurance | Actual- 3/23/2015 | Actual- 5/29/2015 |
| F&O | Warfighter Integration | Actual- 5/22/2015 | 7/15/2015 |
| F&O | Facilities Life Cycle Management | TBD | TBD |
| F&O | Security and Program Protection/Declassification | Actual- 5/19/2015 | 7/2/2015 |
| SBSA | International Affairs | 6/1/2015 | 7/15/2015 |
| SBSA | Logistics | 5/29/2015 | 7/13/2015 |
| SBSA | Business Operations | Actual- 4/20/2015 | Actual- 6/26/2015 |
| SBSA | VIPC | 7/1/2015 | 9/1/2015 |
| SDVOSB | Facilities, Logistics, Space Management | 6/5/2015 | 7/24/2015 |
| SBSA | Environmental Management | 5/29/2015 | 7/24/2015 |
| SBSA | Acquisition | Actual- 6/22/2015 | 7/24/2015 |
| F&O | Intelligence | 5/29/2015 | 7/22/2015 |
| SBSA | Test Exercise, and Wargames | 6/15/2015 | 7/24/2015 |
| SBSA | Cyber Engineering | 6/1/2015 | 7/26/2015 |
| F&O | Counter Intelligence | 6/1/2015 | 7/26/2015 |

| TYPE | TITLE | DRAFT RFP – CURRENT ESTIMATED RELEASE DATE | FINAL RFP – CURRENT ESTIMATED RELEASE DATE |
|--------|---|--|--|
| SBSA | Protocol and Public Affairs | 6/30/2015 | 8/8/2015 |
| F&O | Weapons and Missile Engineering | 6/15/2015 | 8/28/2015 |
| SBSA | Human Resources | 7/6/2015 | 9/26/2015 |
| SDVOSB | Strategic Planning | 6/22/2015 | 9/26/2015 |
| SDVOSB | Office Administration | 6/5/2015 | 7/30/2015 |
| F&O | BMDs CSM/CND | TBD | TBD |
| SBSA | Predictive BMDs Engineering | 6/15/2015 | 9/26/2015 |
| SBSA | IT Cybersecurity and Risk Management | 10/13/2015 | 1/24/2016 |
| SBSA | Information Tech Management and Analysis | 10/13/2015 | 1/24/2016 |
| SBSA | International Engineering | 10/20/2015 | 1/31/2016 |
| SBSA | Test Provisioning | 10/20/2015 | 1/31/2016 |
| F&O | BMD Systems Engineering (including M&S) | 12/21/2015 | 3/4/2016 |
| F&O | C3BM Engineering | 10/20/2015 | 1/31/2016 |
| SBSA | Specialty Engineering (Directed Energy, Space, CTTO) | 10/20/2015 | 1/31/2016 |
| F&O | Agency Advisory and Assistance Support/ Source Selection Facility | 12/8/2015 | 3/20/2016 |



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
3. 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 authenticity



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

2015 Calendar of Events

- **August 10-13, Space Missile Defense Symposium**
Huntsville, AL
- **August 13-14, Annual Missile Defense Agency Small Business Programs Conference**
Huntsville, AL
- **August 18-19, Elite SDVOSB Conference**
Long Beach, CA
- **August 25-26, Navy Gold Coast**
San Diego, CA
- **September 14-16, Air Force Association Air and Space Conference**
National Harbor, MD
- **September 22, National SB Conference**
Springfield, VA
- **October 12-14, 2015 AUSA Meeting & Exposition**
Washington, DC
- **October 29-30, National HUBZone Conference**
Chantilly, VA
- **December 8-10, The Energy Technology and Environmental Business Association (ETEBA) 16th Annual Business Opportunities Conference**
Knoxville, TN



OSBP Staff

Lee Rosenberg, *Director*
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Laura Anderson, *Outreach Program Manager*
Becky Martin, *eSRS Manager*
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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