



MISSILE DEFENSE AGENCY  
SADBU



# UPDATE

A Quarterly Newsletter for Small Businesses

VOLUME IX – NUMBER III

SMALL AND DISADVANTAGED BUSINESS UTILIZATION

September 2004

## Profile of a Small Business

### Future Technologies, Inc. (FTI)



From Left to Right: Larry Leonhardt, Ann Hood, Ed Hightower, Brian Sutton, Louann Gadsden, Patty Figueroa, Adrienne Barnes, Pete Newman, Dashawn Land, Richard Mudd, Sheketia Nettles, Maurice Peoples, Terence Barber, Tawanna Wilson, Eric Walker, David Greyard

Future Technologies, Inc. (FTI) is a small disadvantaged business headquartered in Fairfax, VA with over 160 employees. It has a proven successful track record of exceeding its customer’s expectations on every engagement. It has consistently demonstrated its Program Management, Information Technology, Financial Management and Special Project Support Skills which have resulted in repeat and new customers year after year.

Mr. Ram Gupta, President and Chief Executive Officer states that “FTI’s mission is to provide consistent, responsive and cost-effective high quality support to our customers which always exceed their expectations; our mission is underscored by our values which are our customers, employees, business partnerships, innovation, community support and integrity in all that we do.”

Established in 1992, FTI achieved 8(a) certification from the U.S. Small Business Administration in 1995 and graduated on August 10, 2004. It was awarded an 8(a) STARS GWAC in June 2004 and has GSA PES, MOBIS and IT schedules. FTI provides high quality support to its various customers including the newest customer MDA.

In 2004 FTI was awarded two prime contracts to support MDA Resource Management operation of supply facilities at FOB2 and Crystal Square II and mailroom operations at the FOB2, Crystal Square II, Suffolk and Sequoia facilities. FTI’s is dedicated to efficient, cost effective and customer friendly service in support of MDA’s mission. FTI also provides financial management and budget analysis support to MDA’S Program Integration directorate through a subcontract with L-3, GSI. FTI has consistently provided excellent support to MDA’s financial management needs over the past 4 years. The company’s goal is to continually assess its processes and approach to these important contracts to effect even better cost and performance management efficiencies.

*continued on page 8*



Profile of a Small Business .....	1	Legislation/Regulation Update .....	5
Director’s Message .....	2	SBA News .....	6
DoD News .....	3	MDA News .....	7
Note This .....	3	Calendar of Events .....	8
MDA New and Recent Contracts .....	4	Internet News .....	9



Stephen Moss, SADB Director

## *Director's Message*

The last three months have been very exciting period for the MDA SADB Office, and I am very happy to share with you some of the significant changes.

First, the staff at the MDA/SADB Office would like to heartily welcome LtGen Obering as the new Director of the Missile Defense Agency. The change in command ceremony took place at the agency's main facility in Arlington on Friday July 2, 2004. He succeeded LtGen Kadish who retired after 34 years of service from the Air Force. Please join us in welcoming our new director.

Second, the Small Business Office is in the process of implementing a new initiative to increase the percentage of MDA prime contracts awarded to small businesses. These initiatives were created to ensure that the small business community is properly represented to all organizations within MDA and to make certain all contracts awarded as small business contracts will be retained as small business procurements upon recompetes.

Third, MDA, for the first time Booz Allen Hamilton (Mentor) and Digital Operation (Protégé) have received approval for the Mentor Protégé Program. We would like to commend their quest to grow together at MDA. We look forward to working with Digital Operations in the future. For those who want to find out more about the Mentor Protégé Program at MDA, please feel free to contact Mr. Raymond Lambert, our Action Officer, to set up an informational meeting.

Fourth, I attended the Space and Missile Defense Conference and Exhibition in Huntsville, Alabama, from August 16-20, 2004. This was a very informative Conference which dealt with the evolution of the Ballistic Missile Defense System (BMDS) as it progresses towards its ultimate goal of defending not only the United States, but also our allies.

Fifth, In October the MDA SADB staff will be attending the 2004 Small Business Training Conference in Temecula, CA. The conference is organized by the OSD SADB office and will provide informative workshops intended to update, educate, and train on skills and tools relating to small business procurements. Also, it will also provide an update on legislative changes affecting small businesses, bundling and subcontracting issues. ♦



# Department of Defense News . . .

## Did You Know:

The mission of the Department of Defense is to provide the military forces needed to deter war and to protect the security of our country.

## Did You Know:

DoD is a Cabinet-level Organization with the three military departments (Army, Navy and Air Force) and has 16 defense agencies reporting to it. The Marine Corps is a service that operates within the Department of the Navy. The 16 defense agencies are as follows:

- Defense Advanced Research Projects Agency
- Defense Commissary Agency
- Defense Contract Audit Agency
- Defense Contract Management Agency
- Defense Finance and Accounting Service
- Defense Information Systems Agency
- Defense Intelligence Agency
- Defense Legal Services Agency
- Defense Logistics Agency
- Defense Security Cooperation Agency

- Defense Security Service
- Defense Threat Reduction Agency
- Missile Defense Agency
- National Imagery and Mapping Agency
- National Security Agency
- Pentagon Force Protection Agency

The military departments are responsible for recruiting, training and equipping their forces, but operational control for those forces are assigned to one of the unified combatant commands. The nine unified combatant commands are as follows:

- U.S. European Command
- U.S. Pacific Command
- U.S. Joint Forces Command
- U.S. Southern Command
- U.S. Central Command
- U.S. Northern Command
- U.S. Special Operations Command
- U.S. Transportation Command
- U.S. Strategic Command

## Note this...

**Register your company on our new website**

**Website:**

<http://www.mdasmallbusiness.com>





# MDA New and Recent Contracts

In May 2004, the Missile Defense Agency awarded six month, firm fixed price, Small Business Innovation Research contracts to the following companies:

Name of Company	Amount of Contract	Name of Company	Amount of Contract
Cornerstone Research Group, Inc.	\$100,000.00	Composite Technology, Inc.	\$99,946.00
Giner, Inc	\$99,383.00	Fibertek, Inc.	\$99,970.00
Heliovolt Corporation	\$100,000.00	Microwave Technologies, Inc.	\$100,000.00
ISET, Inc.	\$99,935.00	Microcosm, Inc.	\$99,775.00
Lightning Technologies, Inc.	\$99,580.00	VIP Sensors, Co	\$99,976.00
Technology Management, Inc.	\$99,972.00	AVYD Devices, Inc.	\$99,852.00
Triton Systems, Inc.	\$99,999.00	Sage Technologies, Corp	\$89,520.00
Triton Systems, Inc.	\$99,993.00	Forun Technologies, Inc.	\$99,979.00
U.S. Nanocorp, Inc.	\$100,000.00	The NAVSYS Corporation	\$99,995.00
2L Research	\$100,000.00	Polaris Sensor Technologies, Inc.	\$99,735.00
AGILTRON, Inc.	\$99,964.00	Modellion Systems, Inc.	\$99,936.00
Edaptive Computing, Inc.	\$100,000.00	Alameda Applied Sciences Corp	\$99,947.00
ISAC, Inc.	\$99,989.00	Center for Remote Sensing Inc.	\$98,424.00
ISAC, Inc.	\$99,974.00	Cybernet Systems Corporation	\$99,946.00
NU-Trek, Inc.	\$99,994.00	Innovative Business Solutions, Inc.	\$98,901.00
CPST, Inc.	\$99,998.00	Innovative Science&Technology, LLC	\$99,996.00
Insitutec, Inc.	\$99,301.00	Magnolia Optical Technologies, Inc.	\$99,999.00
Metrolasier	\$99,927.00	Research South Inc.	\$100,000.00
Thor Technologies, Inc.	\$99,803.00	Scientific Systems Company, Inc.	\$99,975.00
Advance Ceramics Manufacturing	\$99,979.00		

## MDA Conducts Change of Responsibility Ceremony on July 2, 2004 at the agency's main facility in Arlington, VA.







# Legislation/Regulation Update



## **Defense Federal Acquisition Regulation Supplement (DFARS)**

### ***DFARS Case 2003-D009, Payment and Billing Instructions***

DFARS Transformation is a major DoD initiative to dramatically change the purpose and content of the DFARS. The objective is to improve the efficiency and effectiveness of the acquisition process, while allowing the acquisition workforce the flexibility to innovate. The transformed DFARS will contain only requirements of law, DoD-wide policies, delegations of FAR authorities, deviations from FAR requirements, and policies/procedures that have a significant effect beyond the internal operating procedures of DoD or a significant cost or administrative impact on contractors or offerors.

DoD is proposing to amend the Defense Federal Acquisition Regulation Supplement (DFARS) to improve payment and billing instructions in DoD contracts. This proposed rule is a result of a transformation initiative undertaken by DoD to dramatically change the purpose and content of the DFARS.

## **Federal Acquisition Regulation (FAR)**

### ***FAR Case 2003-018, Performance-Based Service Acquisition***

The Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) are proposing to amend the Federal Acquisition Regulation (FAR) by: changing the terms “performance-based contracting (PBC) and performance-based service contracting (PBSC)” to “performance-based acquisition (PBA) or performance-based service acquisition (PBSA)” in areas of the FAR where appropriate; adding applicable PBSA definitions clarifying the order of precedence for requirements; modifying the regulation to broaden the scope of PBA and give agencies more flexibility in applying PBSA

methods to contracts and orders of varying complexity and reduce the burden of force-fitting contracts and orders into PBA, when it is not appropriate.

### ***FAR Case 2003-008, Share-in-Savings Contracting***

The Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) are proposing to amend the Federal Acquisition Regulation (FAR) to implement Section 210 of the E-Government Act of 2002, P.L. 107-347. Section 210 authorizes Governmentwide use of Share-in-Savings (SIS) contracts for information technology (IT). SIS contracts offer an innovative approach for encouraging industry to share creative technology solutions with the Government. Through a properly structured SIS contract, agencies may lower costs and improve service delivery without large “up front” investments by having the contractor provide the technology investment and allowing the contractor to share with the government in the savings achieved. ♦

### ***Small Business Subcontracting Opportunities***

Visit the Small Business Subcontracting Opportunities Website at:

<http://www.mdasubopps.net>

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# ***SBA NEWS***

## **SBA& MBDA Honor Minority-Owned Small Businesses Kwame Jackson, Runner-up on NBC's "Apprentice," has Accepted the Entrepreneurship Award**

**WASHINGTON** –Ten minority-owned businesses from around the country will receive the U.S. Small Business Administration's regional *Minority Small Business Person of the Year* award and Kwame Jackson, first runner up in the "Apprentice" reality show, will receive an entrepreneurship award during the National Minority Enterprise Development Week, Sept. 7-10. The regional award winners have businesses that offer services ranging from environmental engineering and telecommunication infrastructure to maintenance of military family housing units. One of the 10 regional award winners will be named the National *Minority Small Business of the Year*. The awards for the Minority Small Business Person of the Year will be presented during the 22nd Anniversary celebration of the National Minority Enterprise Development (MED) Week conference on Sept. 7-10 in Washington, D.C., at the Omni Shoreham hotel. MED Week is a joint event hosted by the SBA and the Minority Business Development Agency of the U.S. Department of Commerce. "MED Week is a great venue to address major issues affecting the growth and development of minority businesses and expose them to new opportunities for growth and prosperity," SBA Administrator Hector V. Barreto said. "In traditional MED Week fashion, we are joining with MBDA in honoring minority-owned and women-owned businesses and professionals, such as Kwame Jackson, who have demonstrated leadership, tenacity and shrewdness in their entrepreneurial pursuits. In accordance with the President's minority entrepreneurship initiative, we will continue to support the growth of minority businesses to become an even greater force in the global marketplace." MED Week, held annually since 1983, recognizes minority businesses' contributions to the nation's economy. In a proclamation this year, President Bush urged all Americans to join together in honoring minority entrepreneurs across the country in appropriate observances. Besides the national winner, other awards to be announced during the conference include the *SBA Administrator's Leadership* award and the *8(a) Graduate Firm of the Year* award.

Kwame Jackson, will be at MED Week to accept an entrepreneur award for his achievements during the competition for the coveted executive position of one of Donald Trump's successful companies. Jackson is a native of Washington, D.C., and holds an MBA from Harvard University. He was heavily involved in several "dot-com" start-ups during his time in business."



## **SBA and MBDA Honor Minority Businesses and NBC "Apprentice" Star, Kwame Jackson during 22nd Anniversary Celebration of National Minority Enterprise Development Week 2004**

**Washington** - SBA and the Department of Commerce's Minority Business Development Agency will take part in the 22nd National Minority Enterprise Development (MED) Week Conference Sept. 7-10 in Washington, D.C. Under the theme, "*Forward to the Future, Minority Business Enterprise: The National Priority*," the MED Week conference will provide a forum for minority-owned firms and representatives from the private and public sectors to interact in a professional business environment and discuss the challenges impacting the nation's minority entrepreneurs.

*Continued on page 9*



# MDA NEWS



Lt. Gen. Ronald Kadish accepts the Missile Defense Achievement Award on behalf of the entire Missile Defense Agency.

## NDIA Salutes Missile Defense

At a reception held June 30, 2004, the National Defense Industrial Association (NDIA) honored the Missile Defense Agency (MDA) with the first NDIA Missile Defense Achievement Award for Acquisition Excellence. Accepting the award for the Agency was Lt. Gen. Ronald Kadish, MDA Director. General Kadish, who was praised and honored at the event was presented with the NDIA Gold Medal. In his acceptance remarks, General Kadish praised all those who work at MDA, and stated that he was most proud of the Missile Defense Achievement Award being presented to the entire Agency. He remarked that it gave “proper credit to all those who continue to make missile defense a success.” ♦

## Career Intern Program (CIP) Brings the “Best and Brightest” to MDA

By Diane Gonzalez, MDA Shield

Do you know a recent college graduate interested in working for the Missile Defense Agency (MDA)? If so, then point them to the Career Intern Program (CIP), a program specifically designed for recent graduates.

CIPs are highly qualified individuals who will fill present and future personnel needs of the MDA. In comparison to the private sector, CIPs are given greater responsibility, more on-the-job training and more career development as they progress through the two-year program. Additional benefits may include: partial repayment of existing student loans, payment of additional coursework contingent on minimum service requirements and the delivery of seminars designed to improve their ability of becoming MDA managers and leaders. ♦



A variety of individuals are participating in HR recruiting video, including former astronaut and head of MDA’s Advanced System Directorate Gary Payton, who speaks to college graduates about the benefits of working at the Missile Defense Agency.

## Profile...

(cont'd from page 1)

Additionally, FTI provides program management, engineering, administrative and technical support to its U.S. Navy customers at the Naval Surface Warfare Center and the Naval Undersea Warfare Center in support of the Surface Warfare and Undersea Warfare Mission Areas. Similarly, FTI provides systems acquisition, operations analysis and telecommunications support to the U.S. Special Operations Forces System Acquisition Center, Joint Special Operations Center and Pope AFB, North Carolina.

A unique and leading edge capability is FTI's Laboratory Information Management Systems software development efforts for the automation and management of the DNA identification process for the Armed Forces DNA Identification Laboratory and likewise the automation and management of an enterprise wide system for the New York City Office of the Chief Medical Examiner (ME) to support the entire ME functions throughout New York City. FTI has also developed web based applications in support of the U.S. Army's Womack Medical Center to manage the medical issues associated with overseas deployments and return of U.S. soldiers and an automated surgical scheduling system which matches the availability (date and time) of the operating rooms, appropriately skilled surgeons' schedules and the supporting medical personnel and equipment. All of these applications have greatly improved the resource management of the Womack Army Medical Facility including the outlying clinics at Ft. Bragg, NC.

FTI's IT support is focused on seat management at the Nuclear Regulatory Commission (NRC) which covers over 4000 seats with 3000 at NRC Headquarters and the remainder at three field sites. FTI under a subcontract to L-3, GSI provides all facets of seat management from Help Desk support, Data Base Administration, Network Engineering and Security through front end test and evaluation of new technology for implementation.

FTI believes its commitment to customers and employees has resulted in its continuing success, which only reinforces their efforts to maintain that commitment. " ♦

# CALENDAR OF EVENTS

Sept. 14

## How To Win SBIR Financing

Connecticut Center for Advanced Technology  
111 Founders Plaza  
East Hartford, CT 06108

Web Site:

<http://sbir.us/course.html>

Sept. 15

## Inside the Security Clearance Process

The Tower Club at Tysons Corner  
8000 Towers Crescent Dr.  
Vienna, VA 22182 703-761-4250

Web Site:

[www.secaf.org](http://www.secaf.org)

Sept. 28

## Small Business Programs with the Federal Government

Mason Enterprise Center  
4031 University Drive, Suite 200  
Fairfax, Virginia

Web Site:

<http://www.gmu.edu/gmu/PTAP/register.htm>

Sept. 30

## Fourth Annual New Jersey Small Business Innovation Research Program Conference

Rutgers Cook College Campus Center

Web Site:

[www.njsbdc.com/scitech/sbir2004.asp](http://www.njsbdc.com/scitech/sbir2004.asp)



# Internet News

## Web Site of Month

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



## Other Useful Web Sites:

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

*SBA News*  
(Continued from page 6)

There will be several minority business summits and workshops in which prominent government, corporate and minority business leaders will discuss issues and challenges that impact minority business growth, with special emphasis on strategies for minority businesses to gain access to business opportunities in the global economy.

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

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