

Fred Thomas
President/CEO

Profile of a Small Business

Thomas Enterprises, Inc. (TEI) is a results oriented corporation with an extensive history in providing quality services and products to the U.S. Government and industry.

For nearly 30 years, this small company has been in the forefront of support and assistance to the Department of Defense, especially the U.S. Navy's AEGIS Shipbuilding Program.

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BMDO Announces 10 Awards for HBCU/MIs

The Ballistic Missile Defense Organization announced winners of the Broad Agency Announcement (BAA) #97-01, which is an Historically Black Colleges and Universities/Minority Institutions (HBCU/MI) set aside.

- Florida A & M University (2)
• SiGeC by Pulsed Laser Deposition
• Wide Bandgap Nitride Structures for Field Emission Applications
Howard University
• Intramolecularly Hydrogen-Bonded Polypyrroles as Electro-Optical Sensor Materials
New Mexico Highlands University
• Molecular-Engineered Materials for Fast Adaptive Optics
New Mexico State University
• Scalable Parallelization of Spatial Data Structures with Applications

- The City College of New York (CUNY)
• All Optical Transistors for Ultra-fast Computing

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Recent New Contracts Awarded by BMDO

The Ballistic Missile Defense Organization (BMDO) recently made the following awards:

On May 17, 1997, McNeil Technologies, was awarded a cost-plus-fixed-fee contract valued at \$826,913 (includes options) to provide program, technical and administrative support to BMDO's Office of Small and Disadvantaged Business Utilization.

On May 23, 1997, Booz Allen and Hamilton, was awarded a cost-plus-fixed-fee contract to provide technical, programmatic, and administrative services to support BMDO's System Threat Division in the areas of threat scenario development, updating and documentation.

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LTC. Arthur Gottlieb
Director/SADBU

Director's Message

As we close out fiscal year 1997, I would like to take this opportunity to again remind you of the importance of attending small business technical fairs and conferences. My staff and I have attended several of these fairs/conferences during this fiscal year and have been pleased with the results. Our

objective to provide outreach to the small business community is made easier to accomplish by attending these types of forums.

The National Aeronautics and Space Administration (NASA), which is one of the Ballistic Missile Defense Organization's (BMDO) executing agents, held a very successful small business technical fair in May of this year. I was able to get acquainted with several small businesses that have the expertise and skills needed to compete successfully in the technical areas that BMDO seeks. This technical fair, like the others my staff and I have attended, gave small business representatives the opportunity to show government personnel what they have to offer and how their companies and government agencies can create mutually-beneficial relationships.

Companies interested in the more technical areas are encouraged to attend conferences and fairs that are geared

toward their interest. Many government agencies sponsor individual conferences such as "Advanced Planning Briefings to Industry." BMDO held such a briefing in May of this year. Many of the BMD programs were discussed, along with future technologies and goals.

Other conferences and fairs attended by my staff or I include the three Small Business Innovation Research conferences, the Defense Supply Service - Washington District Small Business Fair, the 3rd Annual Hampton/Norfolk Virginia Regional Procurement Fair and Conference, the 7th Annual Procurement Opportunities Expo '97, and the Naval Surface Warfare Conference's 6th Annual Small Business Opportunity Fair. The BMDO SADBU staff has put together an active outreach plan. When you visit our booths at the fairs or conferences and receive one of the small business packages, I encourage you to read the information and follow up with our staff. ♦

Awards *(Cont'd from Page 1)*

Norfolk State University and Alabama A & M University

- Manganese Doped YAlO₃ as a Multi-Use Material for Holographic Recording, Holographic Sensing, Optical Storage, and Lasers

Univ. of New Mexico, Albuquerque

- Novel Epitaxial Growth Technologies for Long Wavelength (1.1-1.5 um) Vertical-Cavity Surface-Emitting Lasers and Optical Switches for High Performance Optical Information Networks

University of Texas, El Paso

- Constitutive-Microdamage Modeling of Target-Missile Damage Caused by Hypervelocity Impact

Virginia State University

- Microscopic Characterization of Novel Magnetic Materials with Potential for Major Technical Impact ♦

Note This:

Central Contractor Registration Implementation Delayed

The Department of Defense's (DOD) Director of Defense Procurement and Under Secretary of Defense (Comptroller) recently issued a memo delaying the implementation of the Central Contractor Registration (CCR) requirement. The requirement, originally scheduled to take effect October 1, 1997, is being delayed in order to streamline the registration process. Contractors will no longer be required to submit information previously obtained by the government. The DOD will extract information from existing databases and ask that contractors only supply updated or missing information. The process of registering through the World Wide Web is also being simplified with the intention of reducing the time it takes to validate registration data.

No firm date has been established for implementation of the CCR requirement. However, it is anticipated that the requirement for contractors to be registered in CCR as a prerequisite to receiving a DOD contract will be no earlier than March 31, 1998.

Those companies that wish to register now may obtain registration information by calling 1-800-334-3414 or contacting <http://ccr.edi.disa.mil> on the Internet. ♦



BMDO NEWS...

BMDO Team Visits HBCU/MIs

BMDO personnel from the Office of Small and Disadvantaged Business Utilization and from the Science and Technology Directorate visited three HBCU/MIs during the fiscal year 1996. The team visited Howard University, Washington, D.C., on October 25, 1996, University of Texas at El Paso on February 5-6, 1997, and Illinois

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Small Business Database Update

The Office of Small and Disadvantaged Business Utilization (OSDBU) of Ballistic Missile Defense Organization (BMDO) maintains a database of small businesses that have expressed interest in doing business with BMDO. This database is used as a source for matching appropriate small businesses with BMDO technical requirements and as a mailing list for

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BMDO TOI Issues BAA for Research

The Ballistic Missile Defense Organizations (BMDO) Science and Technology Directorate (TOI) issued a Broad Agency Announcement (BAA) for its fiscal year 1998 scientific research program. The BAA was published in the Commerce Business Daily on July 29, 1997. Competitive cost-plus-fixed-fee contracts are anticipated for awards through fiscal year 1998. The BAA includes 25 topics for research opportunities and encourages the participation of academic institutions. Proposals will be evaluated using the following criteria (in descending order of priority): (1) scientific and technical excellence of the research and its relevance to BMDO goals, with special emphasis on innovation, originality, and uniqueness; (2) the offeror's capabilities, related experience, facilities, techniques, or unique combinations of these which are integral factors for achieving the proposal objectives; (3) qualifications, capabilities and experience of the proposed investigator, team leader or key personnel who are critical in achieving the proposal objectives; (4) ability of the proposed effort to make progress toward demonstrating the feasibility of the concept in accordance with BMDO programmatic needs; (5) realism of the proposed cost and availability of funds; and (6) descriptions that identify opportunities for the commercialization of products emerging from the proposed research.

Additional information is provided in the program brochure which is available by writing to the Ballistic Missile Defense Organization, BMDO(TOI), 1725 Jefferson Davis Highway, Suite 809, Arlington, VA 22202. The brochure also provides instructions for proposing and the addresses of the Science and Technology Agents to whom inquiries and proposals are to be directed. ♦

The BMDO SBIR Program Makes Awards

In response to the fiscal year 1997's Ballistic Missile Defense Organizations' Small Business Innovation Research program solicitation, 187 proposals were selected for phase I funding. The solicitation was issued in October 1996 and closed in January 1997. BMDO received 598 proposals from 334 different companies. The average award amount was \$60,245.

The BMDO SBIR solicitation included 16 topics of interest. The topics and the number of proposals funded are listed below:

Topic	Proposals Funded
Directed Energy Concepts and Components	10
Kinetic Energy Kill Vehicles	4
Sensors	35
Unit Cost Reduction	7
Non-Nuclear Power and Power Conditioning	9
Propulsion and Logistics	8
Thermal Management	7
Survivability	3
Lethality and Vulnerability	1
Computer Architecture	12
Optical Computing and Optical Signal Processing	13
Structural Concepts	4
Structural Materials	14
Electronic Materials	45
Superconductive Materials	4
Surprises and Opportunities	11

BMDO seeks to invest seed-capital, to supplement private capital, in a product with a future market potential (preferably private sector) and measurable BMDO benefits.

More information on the BMDO SBIR program is available on the Internet at: www.futron.com/bmdo/sbir.html or at 800-WIN-BMDO. Also, the SBIR program sponsors three national conferences each year. The BMDO Program Manager, Jeff Bond, as well as representatives from the BMDO Office of Small and Disadvantaged Business Utilization, will attend each of the conferences. (See calendar of events on page 7 for dates and locations of the conferences.) ♦

Proposed Reforms to Affirmative Action in Federal Procurement

The Department of Justice (DOJ) published a notice in the May 9, 1997, issue of the Federal Register, a request for public reactions and views on its proposed Federal procurement reform. This notice was necessary to ensure that Federal procurement regulations are in compliance with the constitutional standards established by the U.S. Supreme Court in the *Adarand Constructors, Inc. v. Pena* court case.

In the *Adarand* decision, the Supreme Court ruled that strict judicial scrutiny must be applied to Federal affirmative action programs that use racial or ethnic criteria as a basis for decision-making. Under strict scrutiny, any Federal program that uses race as a criteria for contract award must be narrowly-tailored to serve a compelling government interest. DOJ's proposed affirmative action reform focuses on five major areas: (1) certification and eligibility; (2) benchmark limitations; (3) mechanisms for increasing minority opportunity; (4) the interaction of benchmark limitations and mechanisms; and (5) outreach and technical assistance.

Comments were due on August 8, 1997. ♦

Initiatives to Maximize the Participation of Native American-Owned Businesses

The Director of the Office of Small and Disadvantaged Business Utilization for the Department of Defense is encouraging contractors and contracting officers to use two programs designed to maximize the participation of Native American-Owned Businesses. The program titles are "The Indian Incentive Program" and the "Credit Toward Meeting Small Disadvantaged Business (SDB)

Subcontracting Goals for Work Performed on Indian-Owned Lands or by a Qualifying Joint Venture."

"The Indian Incentive Program" allows contracting officers to authorize an incentive payment equal to five percent of the amount paid to a subcontractor in performing the contract, if the contract so authorizes and the subcontractor is an Indian organization or Indian-owned economic enterprise. This incentive program was funded at \$8 million for fiscal year 1997.

"The Credit Toward Meeting Small Disadvantaged Business (SDB) Subcontracting Goals for Work Performed on Indian-Owned Lands or by a Qualifying Joint Venture" provides for subcontracting goal credit for the value of work performed under a DoD prime contract or subcontract on Indian owned lands when not less than 40 percent of direct workers are Indians. Credit may also be allowed if the prime contractor or subcontractor has an agreement with the tribal government that provides goals for training and development of the Indian workforce and management.

DoD prime and subcontractors also are given SDB subcontracting goal credit for contracts and subcontracts performed by a joint venture of which at least 50 percent is owned by an Indian tribe. Credit is also given when a tribally-owned corporation manages the performance of the contract or subcontract. ♦



Legislative Update

Anti-Bundling Bill

Representative Albert R. Wynn (D-MD) has introduced two bills to Congress in an effort to promote the growth and development of small businesses. The first bill introduced by Congressman Wynn was the "Small Business Opportunity Preservation Act of 1997," or the "Anti-Bundling Bill." The second bill introduced is intended to increase the government's small business contracting goal.

The Anti-Bundling Bill has four main components: (1) foster the participation of small businesses as prime contractors; (2) structure its contracting requirements to facilitate competition by and among small businesses; (3) avoid contract bundling (the practice of consolidating two or more procurement requirements into a single contract likely to be unsuitable for award to a small business; and (4) comply with requirements intended to foster the participation of small businesses as subcontractors.

On June 26, 1997, the Senate Small Business Committee included the language of Congressman Wynn's Anti-Bundling bill in their Small Business Reauthorization Act.

Increase in Small Business Contracting Goal

Congressman Wynn introduced his second bill on June 2, 1997. This bill is designed to increase the federal government's small business contracting goal from the current 20 percent to 25 percent. This increase would give small businesses the opportunity to procure an additional \$7.6 billion from the federal

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Profile *(Cont'd from Page 1)*

Electric, Fairchild, Raytheon, and United Defense. More recently, TEI was contracted with the U.S. Army's Picatinny Arsenal to build and deliver 1,800 satellite related telecommunications receivers for one of its artillery weapons systems. One of TEI's most important contracts involves support to the Ballistic Missile Defense Organization (BMDO). As one of the nation's leading companies in data management support systems, TEI provides BMDO with considerable technical and administrative assistance in these areas:

- System assessment and tracking of contract data requirements lists.
- Compliance/non-compliance with DoD data management policies/procedures.
- Training and technical development programs.
- BMDO Acquisition Management Systems.

As TEI approaches over three decades as employer of some of the nation's top technicians and engineers, the company's commitment to provide

the highest form of support and assistance to the customer continues to be the firm's key to success and the goal of the future.◆



SBA News

SBA to Make U.S. Contractor Registration Available to Small Firms From SBA News Release

On June 2, 1997, Vice President Al Gore announced the U.S. Small Business Administration's (SBA) launch of a pilot project to provide a powerful Internet registration system for small government contracting firms.

The pilot system, known as Pro-Net, is the SBA's latest step in achieving the Clinton Administration goal of reinventing government. The new database will allow Federal contracting officers and others to search for small companies that can fill their needs. It also will serve as a marketing and research tool for the participating small businesses.

While the new system is seen as an important tool for all small firms no matter where they are located, it should be of particular help to small disadvantaged businesses as well as to companies owned by women and veterans seeking to do more government procurement work.

"Pro-Net is a truly exciting step forward because it can give under-utilized businesses a better chance to compete for procurement contracts," said SBA Administrator Aida Alvarez." As the Federal government modernizes the way it does business, Pro-Net will give small firms a new and efficient way to market their capabilities."

Pro-Net will operate as a pilot program during the next several months. The SBA will then evaluate the system's effectiveness. The Pro-Net database already includes electronic profiles of nearly 6,500 small businesses, including all SBA 8(a) firms (those qualified as socially and economically disadvantaged) and many women-owned firms in the state of Maryland.

Each profile includes a summary of the participating company's products and services, its history, its business references and other information important to potential contracting entities. The system allows participating firms to update their profiles with the most current information.

As an electronic gateway, Pro-Net provides access and is linked to the Commerce Business Daily, Federal agency home-pages and other sources of procurement opportunities. Participating companies with home pages can link their web site to the Pro-Net profile, creating a very powerful marketing tool.

Agency officials see Pro-Net as a virtual one-stop procurement shop for government contracting. The database will be used free of charge by Federal and state agencies and prime contractors who want to find small business contractors, subcontractors and partnership opportunities with small businesses.

During the pilot phase, Pro-Net will operate as a closed system in terms of participating firms. If the program is extended on a permanent basis, all interested small firms would be invited to participate.

Those interested can obtain further information on Pro-Net by accessing the SBA's Internet home page at www.sba.gov. Move to the Pro-Net section and leave a message for the contract network administrator.◆

BMDO Team (Cont'd from Page 3)

Institute of Technology, Chicago on June 29, 1997. All of these institutions were recipients of BMDO set-aside awards for HBCU/MIs. The principle investigators, assisted by research associates, and graduate and undergraduate students from each of the institutions, gave formal presentations related to the progress in their research work and held question-answer sessions. The team also visited laboratories to observe demonstrations of work done by the researchers. The purpose of these visits was to ascertain the progress and to determine whether the direction of the research is meeting BMDO objectives. The initial reaction of the team has been very positive. These visits were the follow-up of fiscal year 1996 visits when the team made ten visits to different HBCU/MIs. Similar visits have been planned by BMDO for the coming fiscal year 1998. ♦

Small Business (Cont'd from Page 3)

our quarterly newsletter, *The SADBUE* UPDATE.

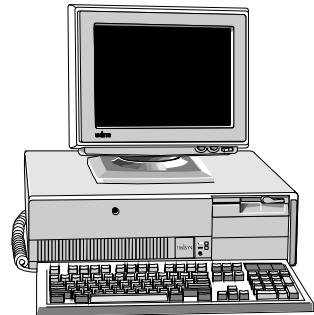
Once a year small business are asked to complete and return updated small business database forms and to provide current company capability statements. This update process will take place in the Fall of 1997. However, if the information about your organization changes throughout the year, you may request a database update form so that the information in our database will reflect the current information about your firm.

If the name of your organization is not currently in our database and you want to be included in the database, please contact BMDO's OSDBU for the appropriate form. Also available for those firms interested in doing business with BMDO is a small business packet that provides useful

information about contracting opportunities.

For further information, contact Janet Farrow at the following address:

Department of Defense
Ballistic Missile Defense Organization
Office of Small and
Disadvantaged Business
Utilization
7100 Defense Pentagon
Washington, DC 20301-7100
Telephone: (703) 693-6634
Fax: (703) 693-1691
E-mail: janet.farrow@bmdo.osd.mil



Legislative Update

(Cont'd from Page 4)

government. As of this date no other action has been taken on this proposed bill.

HUBZone Act of 1997

The HUBZone Act of 1997 was introduced by Senator Kit Bond (R-MO), Chairman of the Senate Committee on Small Business. The legislation is designed to stimulate the economic development of America's most disadvantaged urban and rural communities. If passed into law, the HUBZone Act would provide government contracting preferences and set-asides to any small business located and hiring in economically distressed urban and rural areas across the country.

Empowerment Contracting

On May 21, 1996 President Clinton signed Executive Order 13005, also known as Empowerment Contracting. This order is designed to promote economy and efficiency in federal procurement by granting qualified large and small businesses

appropriate incentives to encourage business activity in areas of general economic distress.

The Department of Commerce requested comments on proposed guidelines for implementation of the Order in the Federal Register in September 1996. Based on the comments received on the proposed Guidelines, revised Guidelines were published on May 20, 1997. These proposed Guidelines require that the Order be implemented in two phases. Phase I is to begin with the issuance of the final ruling of the Federal Acquisition Regulation changes and apply to competitive acquisitions in 11 preselected industries with two digit Standard Industrial Classification (SIC) codes. This phase will last for 18 months. Each agency will designate contract actions and/or contracting activities so that 25% (in terms of dollars) of applicable acquisitions will be subject to empowerment preference. The Empowerment preferences are:

(1) For acquisitions where price is a significant factor--a price preference of 10 percent is required.

- (2) For acquisitions where price is not a significant factor--a non-price preference of up to 15 percent term must be used.
- (3) Empowerment preferences are in addition to preferences provided under other programs.

Phase II is proposed to further implement the order, and is proposed to last for a period of five years. If the evaluation of phase one so justifies, the second phase of the program will apply to a larger number of contracts within selected two digit SIC code industries involved in competitive Federal procurements.

The deadline for comments on the proposed FAR final rule was July 21, 1997. The Federal Acquisition Regulation Council is currently analyzing the comments received in response to the proposed rule and is expected to announce the final rule in fiscal year 1998. ♦

The 1997 North American Industry Classification System – 1987 Standard Industrial Classification Replacement

The Office of Management and Budget has presented its final decision on the adoption of the North American Industry Classification System (NAICS). Federal statistical data published for reference years beginning on or after January 1, 1997, will be published using the new NAICS United States codes. NAICS is scheduled to go into effect in 1997 in Canada and the United States, and in 1998 in Mexico. Publication of the 1997 NAICS United States Manual is planned for December 1997. Use of NAICS for nonstatistical purposes (e.g., administrative, regulatory, or taxation) will be determined by the

agency or agencies that have chosen to use the Standard Industrial Classification (SIC) codes for nonstatistical purposes. A final report transferring all trade areas from SIC to NAICS is scheduled for publication in March 2001.

The United States, Mexico and Canada have collaborated on NAICS to make the industrial statistics produced in the three countries comparable. NAICS is the first industry classification system developed in accordance with a single principle of aggregation, the principle that producing units that use similar production processes should be grouped together in the classification. NAICS also reflects a much more explicit way the enormous changes in technology and in the growth and diversification of services that have marked recent decades. Industry

statistics compiled using NAICS will also be comparable with statistics compiled according to the latest revision of the United Nations' International Standard Industrial Classification (ISIC Revision 3) for some 60 high level groupings.



INTERNET NEWS Some Useful Internet Addresses

Website Highlight

The Center for Intelligent Information Retrieval has a database that links to every government agency and military website. The website can be accessed at: <http://ciir.cs.umass.edu/ciirdemo/Govbot>. This user-friendly homepage is designed as a query form. Once the query is submitted, the information, unless specified, is retrieved from all of the government sources in the database. Therefore, it is very important to have as much information as possible prior to submitting the query.

Other Useful Internet Addressess:

- Legislative Information through the Library of Congress can be accessed at <http://thomas.loc.gov>
- SBA Lists a Calendar of Events at: <http://www.sbaonline.sba.gov/>
- PRONET- An Internet registration system for small government contracting firms at: <http://www.sba.gov>
- Provides information on the National Small Business Innovative Research Conferences at: <http://www.zyn.com/sbir>
- The BMDO Small and Disadvantaged Business Utilization Homepage address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>
- The BMDOLink address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/bmdolink.html>
- The Ballistic Missile Defense Organization Acquisition Reporting Bullentin Board address: <http://www.acq.osd.mil/bmdo/barbb/barbb.htm>

CALENDAR OF EVENTS

SEPTEMBER EVENTS

Trade Fair 97

September 26, 1997
Sponsored by Tidewater Regional Minority Purchasing
Council, Inc.
Norfolk, VA
Point of Contact: Bernard Big, (757)627-8471

OCTOBER EVENTS

National Small Business Innovation Research Conferences

October 14-16, 1997
Washington, DC
October 27-29, 1997, Phoenix, AZ
For more information call (360) 683-5742 or email:
sbir@zyn.com

Fall Technology Expo

October 29, 1997
Department of Energy Headquarters
Washington, DC
For more information, call the National Small Business
Council (800) 333-6722 or visit their website at
www.nsbcb.org

NOVEMBER EVENTS

Department of Defense Mentor Protegee Conference

November 17-19, 1997
Sponsored by the Department of Defense
Radisson Mark Plaza Hotel
Alexandria, VA
For more information call MadenTech, (800) 553-1858

Marketplace '97: Procurement Opportunities for Small Business

November 24, 1997
Sheraton Imperial at the Research Triangle Park
Raleigh, NC
Sponsored by Representative Bob Etheridge, 2nd
District, NC and Representative David Price, 4th
District NC

MED Week '97

November 20-22, 1997
Sponsored by the Small Business Administration and the
U.S. Department of Commerce
Sheraton Washington Hotel
Washington, DC
For more information call (202)482-5061

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