

**GO FAST > THINK BIG**



**March 6, 2024**

# **How to Do Business with the Missile Defense Agency (MDA)**

**Team Redstone APBI**

**Tim Cole  
Director for Small Business**



# Evolving Threat Environment Missile Defense



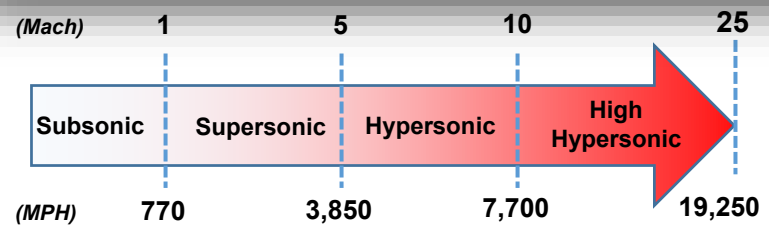
## New missiles & existing system improvements

- Precision strike
- Decoys and jammers

## Maneuvering in midcourse or terminal phase

- Depressed Ballistic Trajectories
- Multiple Independent Reentry Vehicle (MIRV)
- Maneuvering Reentry Vehicle (MaRV)
- Global Hypersonic Glide Vehicles (HGV)
- Long Range Hypersonic Cruise Missiles (HCM)

Integrated ballistic, hypersonic, air, cruise missile, unmanned and non-kinetic attacks



North Korea IRBM Hwasong-8      Iran Multiple MRBMs      China DF-15 SRBM      Russia Tsirkon HCM

Ref: 2022 Missile Defense Review





# Mission Missile Defense Agency

To develop and deploy a **layered**, Missile Defense System to defend the **United States, its deployed forces, allies, and friends** from missile attacks in **all phases of flight**







# The Missile Defense Agency

## WARFIGHTER CAPABILITIES

**OPERATIONS  
& READINESS**

**PRODUCTION,  
FIELDING & DEPLOYMENT**

**TECHNOLOGY,  
DEVELOPMENT & TEST**

Delivering Capabilities by, with and through the Services  
to meet Combatant Command Requirements





# In-Service Active Missile Defense System

**BATTLE 1  
HOMELAND DEFENSE**

**BATTLE 2  
REGIONAL DEFENSE**

**BATTLE 3  
SELF DEFENSE**

## SENSORS



Surveillance & BMDS Overhead Persistent Infrared (OPIR) Architecture (BOA)



Cobra Dane Radar



UEWR Radars



Sea-Based X-Band Radar



TPY-2 Forward Based Radars



AEGIS BMD SPY-1 Radars



THAAD TPY-2 Radars



Patriot MPQ-65 Radars

## COMMAND & CONTROL, BATTLE MANAGEMENT & COMMUNICATIONS (C2BMC)

COMBATANT COMMANDS, JOINT STAFF, SERVICES & MDA



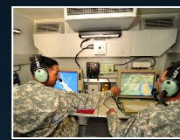
GMD



AEGIS



THAAD



Patriot

## WARFIGHTING ASSETS



Ground-based Midcourse Defense (GMD)



AEGIS Ashore



AEGIS



THAAD



Patriot



## WEAPONS

GBI  
Ground Based Interceptor

SM-3  
BLK IIA

SM-3  
BLK IA/IB

THAAD  
Terminal High Altitude Area Defense

SM-6  
Sea Based Terminal

MSE  
PAC-3  
Missile Segment Enhancement

PAC-3  
Patriot  
Advanced Capability-3





# Missile Defense Agency

## - Primary Locations -

### **FORT GREELY, ALASKA**

- Ground-based Midcourse Defense

### **COLORADO SPRINGS, COLORADO**

- Missile Defense Integration & Ops Ctr
- Space Sensors (SS)
- USNORTHCOM & USSPACECOM (ATD)

### **OMAHA, NEBRASKA**

- USSTRATCOM (ATD)

### **CALIFORNIA (various support)**

- Vandenberg SFB, Beale AFB, Point Mugu NAS, NSWC Corona, Port Hueneme, SPAWAR and other locations

### **HAWAII**

- Pacific Missile Range Facility (PMRF)
- USINDOPACOM (ATD)

### **ALBUQUERQUE, NEW MEXICO**

- Directed Energy Research Program Office

### **TAMPA, FLORIDA**

- USCENTCOM (ATD)

### **FORT BELVOIR, VIRGINIA**

- MDA HEADQUARTERS
- Director (D)
- Executive Director (DX)
- Chief Architect (CA)
- Sensors, Command & Control (CR)
- Contracts (CT)
- Acquisition (DA)
- Engineering (DE)
- International & Policy (DI)
- Operations (DO)
- Chief of Staff (DS)
- Warfighter Op Integration (DW)
- CIO/Senior Info Security Officer (IC)

### **DAHLGREN, VIRGINIA**

- Sea-Based Weapon Systems (AB)

### **SUFFOLK, VIRGINIA**

- Joint Staff J-7 (LNO)

### **HUNTSVILLE, ALABAMA**

- C2BMC (BC)
- Defense of Guam (DG)
- Test (DT)
- Innovation, Science & Technology (DV)
- Ground-based Midcourse Defense (GM)
- Ground-based Weapon Systems (GW)
- US-Israeli Cooperative Programs (IP)
- Mission Support (MS)
- Quality, Safety & Mission Assurance (QS)
- Small Business (SB)
- Ground Sensors (SN)
- Targets & Countermeasures (TC)
- Terminal High Altitude Area Defense (TH)

### **STUTTGART, GERMANY**

- USEUCOM (ATD)



# FY 2023 Top 20 NAICS Codes

541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING
541714	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOTECHNOLOGY)
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE
541330	ENGINEERING SERVICES
541720	RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES
541614	PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
541513	COMPUTER FACILITIES MANAGEMENT SERVICES
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
561612	SECURITY GUARDS AND PATROL SERVICES
561720	JANITORIAL SERVICES
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)
541430	GRAPHIC DESIGN SERVICES
561621	SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)

Source: FPDS Date range: 10/01/2022 - 09/30/2023





# MDA Office of Small Business Programs (OSBP) Mission/Vision



**Mission:** To facilitate access to ingenuity residing within the small business industrial base the Missile Defense Agency (MDA) relies on for missile defense.

**Vision:** We strive to remain an integral player and valued advisor to the workforce developing and implementing acquisition strategies supporting MDA's foundation for missile defense, while effectively advocating for use of small businesses in our procurements.





# Contracts Statistics Overview

## Top 5 Major Contractors by Total Obligations

**FY 2023**

FY	Legal Business Name	Business Size: LB	Dollars Obligated
2023	LOCKHEED MARTIN CORPORATION	LARGE BUSINESS	\$ 2,582,848,396.18
2023	NORTHROP GRUMMAN SYSTEMS CORPORATION	LARGE BUSINESS	\$ 1,271,971,915.55
2023	RAYTHEON COMPANY	LARGE BUSINESS	\$ 1,022,662,966.71
2023	JACOBS TECHNOLOGY INC.	LARGE BUSINESS	\$ 349,598,154.77
2023	BOEING COMPANY, THE	LARGE BUSINESS	\$ 325,680,569.75

FY	Legal Business Name	Business Size: SB	Dollars Obligated
2023	MP SOLUTIONS, LLC	SMALL BUSINESS	\$ 64,292,816.28
2023	NTSI, LLC	SMALL BUSINESS	\$ 36,562,089.32
2023	NETWORK MANAGEMENT RESOURCES, INC.	SMALL BUSINESS	\$ 34,038,181.07
2023	VETERANS TECHNOLOGY	SMALL BUSINESS	\$ 34,007,065.34
2023	CORVID TECHNOLOGIES LLC	SMALL BUSINESS	\$ 28,584,535.22

**FY 2024**

FY	Legal Business Name	Business Size	Dollars Obligated
2024	NORTHROP GRUMMAN SYSTEMS CORPORATION	LARGE BUSINESS	\$302,658,629.76
2024	LOCKHEED MARTIN CORPORATION	LARGE BUSINESS	\$284,180,032.89
2024	BOEING COMPANY, THE	LARGE BUSINESS	\$67,209,546.17
2024	RAYTHEON COMPANY	LARGE BUSINESS	\$66,290,077.23
2024	JACOBS TECHNOLOGY INC.	LARGE BUSINESS	\$43,346,110.14

FY	Legal Business Name	Business Size	Dollars Obligated
2024	MP SOLUTIONS, LLC	SMALL BUSINESS	\$11,013,854.00
2024	VETERANS TECHNOLOGY	SMALL BUSINESS	\$6,809,008.93
2024	NTSI, LLC	SMALL BUSINESS	\$5,468,674.87
2024	BCF SOLUTIONS, INC.	SMALL BUSINESS	\$4,647,163.00
2024	ANALYTICAL SERVICES, INC.	SMALL BUSINESS	\$4,263,211.18

**FY23 Year End**

**Actions: 3,963**

**Obligations: \$7.08B**

**Small Business: 9.27%**

Data from PBIS: Includes Awards and IDVs excludes OTAs and Secure Contracting

**FY24 – thru 04 Dec**

**Actions: 454**

**Obligations: \$865M**

**Small Business: 8.04%**

Data from PBIS: Includes Awards and IDVs excludes OTAs and Secure Contracting



# Small Business Goals/Performance to Date

<u>Category</u>	<u>Goals FY24</u>	<u>Performance FY24</u>	<u>Obligated Dollars FY24</u>
<b>Small Business</b>	<b>7.56%</b>	<b>7.73%</b>	<b>\$206,336,506</b>
<b>Socio-Economic Categories</b>			
<b>Small Disadvantaged Business</b>	<b>2.44%</b>	<b>1.76%</b>	<b>\$46,980,192</b>
<b>Service-Disabled Veteran-Owned Small Business</b>	<b>1.20%</b>	<b>1.23%</b>	<b>\$32,894,009</b>
<b>Women-Owned Small Business</b>	<b>1.20%</b>	<b>2.68%</b>	<b>\$71,618,481</b>
<b>HUBZone Small Business</b>	<b>0.24%</b>	<b>1.18%</b>	<b>\$31,593,915</b>
Note: Each goal above is calculated separately; any socio-economic small business may be included in more than one category. Date range for this report is 10/01/2023-02/26/2024			<b>SOURCE: FPDS-NG</b>

Note: Each goal above is calculated separately; any socio-economic small business may be included in more than one category.

**Total SB Eligible Dollars:** \$2,668,123,718

- Socioeconomic goals established by MDA Office of Small Business Programs (OSBP) Director
- Small Business goal established by The Office of the Secretary of Defense (OSD) OSBP

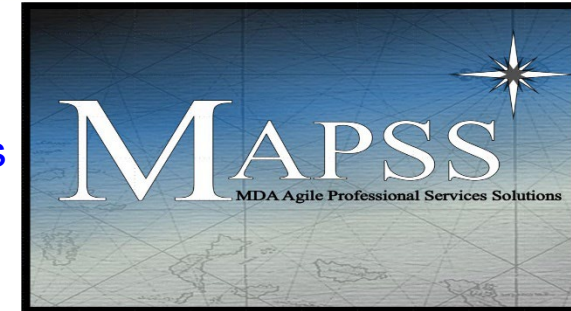




# MAPSS Overview



- **What is MDA Agile Professional Services Solutions (MAPSS) ?**
  - MDA's 4th generation Advisory and Assistance Services procurement
    - MiDAESS (2009-2016), Technical, Engineering, Advisory, and Management Support (TEAMS) (2015-2024), and TEAMS Next (2020-2029 est)
  - ASB projected for 4Q CY2024, 1st contract award 4Q CY2025



- **Tier 1 Solution towards Category Management goals**
- **What are MAPSS primary goals and objectives?**
  - Acquire/retain top tier talent to support the Missile Defense System (MDS) while balancing costs and responding to mission flexibilities
  - Refine contract structure and requirements alignment based on the TEAMS Next lessons learned
  - Streamline/simplify source selections to expedite awards

Email "[MAPSS@mda.mil](mailto:MAPSS@mda.mil)" with questions/inquiries



# Current/Future MDA/IS Contracts

## Current: Integrated Research & Development for Enterprise Solutions (IRES)

- Scope: Integrated product and service solutions supporting concurrent test, training, and operations for missions executed at or through the MDIOC, and the execution of the MDA RDT&E and enterprise communications and IT environment
- Contractor: Jacobs Technology Inc.
- Period of Performance:
  - August 17 – August 25
  - TO Period of Performance potential to February 27
- Contract Type: 40 CPIF, 3 CPFF, 3 FPI (46 task orders awarded to date/15 active task orders)
- Maximum Value: \$4.6B
- Awarded Value: \$2.4B

## Follow-On: MDA Integration & Operations for Enterprise Solutions (MIOES)

- Scope: Integrated product and service solutions supporting concurrent test, training, and operations for missions executed at or through the MDIOC, and the execution of the MDA RDT&E and enterprise communications and IT environment
- Monthly Exchange with Industry (1st Wednesday)
  - Deep dive into MIOES requirements
  - Provide acquisition schedule updates
  - Question & answer opportunity
  - Request participation at [mdamioes@mda.mil](mailto:mdamioes@mda.mil)
- Currently in Acquisition Strategy Planning Phase
- Expect Draft RFP release in Spring/Summer 2024

## Current: Research & Development Enterprise Collaboration Services (RECS)

- Scope: Provide cyber secure VTC services, portal services, data management services, business automation services and end-user training supporting MDA mission
- Contractor: NMR Consulting
- Period of Performance: March 2018 – April 2025
- Contract Types: CPIF, FFP, Cost, T&M
- Small Business Set Aside
- Total Contract Value: \$235M

## Follow-On: Communications Management & Enterprise Technology Services (COMETS)

- Scope: Provide cyber secure VTC services, portal services, data management services, business automation services and end-user training supporting MDA mission
- Beginning Market Research (MR) phase
- Expect to release MR Request For Information in November/December 2023
- Considering use of Best-In-Class (BIC) vehicle.





# MDA OSBP Website

U.S. DEPARTMENT OF DEFENSE  
**MISSILE DEFENSE AGENCY**

Search MDA.mil  
 Media Queries | Contact Us

ABOUT US THE SYSTEM NEWS & RESOURCES **BUSINESS OPPORTUNITIES** CAREERS

- Business with the MDA
- Acquisition Center
- Office of Small Business Programs**
- Advanced Research

## MDA MISSION

The Missile Defense Agency's (MDA) mission is to develop and deploy a layered Missile Defense System to defend the United States, its deployed forces, allies, and friends from missile attacks in all phases of flight.

**NEWS**

- Apr. 11, 2023 [MDA Announces Virtual Recruiting Event for Engineers in Colorado Springs](#)
- Mar. 30, 2023 [MDA Test Successfully Intercepts Ballistic Missile Target](#)
- Mar. 30, 2023 [Two MDA Mentor Protégé Teams win Nunn-Perry Award](#)
- Mar. 13, 2023 [MDA FY24 Budget Booklet \(PDF\\*\)](#)
- Nov. 21, 2022 [Japan Missile Defense Flight Test Successful](#)

August 30, 2019 - The U.S. Missile Defense Agency, Ballistic Missile Defense System Operational Test Agency and U.S. Army soldiers of the E-62 Battery, 69th Air Defense Artillery Brigade, conducted an intercept test of the Terminal High Altitude Area Defense (THAAD) element of the nation's Ballistic Missile Defense System.

[READ MORE](#)

[Homeland Missile Defense Scenario Video](#)

[Sea-Based X-Band \(SBX\) Radar Overview Video](#)

https://www.mda.mil/business/smallbus\_programs.html

www.mda.mil



# MDA OSBP Calendar of Events

- **March 5 - 7**, Team Redstone APBI, Huntsville, AL
- **March 21**, Marshall Space Flight Center Small Business Alliance
- **March 22**, MDA Agile Professional Services Solutions (MAPSS) Virtual Industry Day
- **March 26 - 28**, AUSA Global Force, Huntsville, AL
- **April 8 - 11**, 39<sup>th</sup> Space Symposium, Colorado Springs, CO
- **May 21 - 24**, VETS24, Orlando, FL
- **June 12**, Government Procurement Conference, Washington D.C.
- **July 16 - 18**, MDA Small Business Conference, Huntsville, AL
- **July 23 - 24**, National HUBZone Contractors Conference
- **August 6 - 8**, Space and Missile Defense Symposium
- **August 19 - 21**, Navy Gold Coast



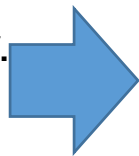


# Mentor-Protégé Program

- The Missile Defense Agency (MDA) has established the a Mentor Protégé Program (MPP) Broad Agency <https://sam.gov/>
  - **Solicitation Number** HQ0860-24-S-0001
  - **Awards can occur anytime during the open period**
- **The MPP BAA is a two-step open BAA.**

## Step-One

Mentor-Protégé team submits a white paper.



MDA will contact those offerors whose white papers are selected to proceed



## Step-Two

If chosen by MDA, submit a formal proposal

**For Mentor-Protégé Program questions, contact [MPP@mda.mil](mailto:MPP@mda.mil).**



# SBIR/STTR Program

**Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs**, which are the fourth largest in the Department of Defense.

**Focus of the programs:** to pursue technologies that could spur a revolutionary leap or enhancement, decrease the time required to transform them into products for insertion into the Missile Defense System, and benefit from commercialization of the technology.

<https://sam.gov/>

## MDA BROAD AGENCY ANNOUNCEMENTS

Notice ID	NAICS	Solicitation Name	Published Date	Response Date
HQ0860-23-S-0001	541715	Missile Defense Agency (MDA) Innovation, Science & Technology (IS&T) Broad Agency Announcement (BAA) - FAR and Non-FAR Solutions	4/10/2023	4/9/2025
HQ0851-21-S-0001	541715	Enhanced Hypersonic Defense with Glide Phase Interceptor Special Topic	5/19/2021	4/11/2024





# MDA OSBP STAFF



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Director



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Small Business Advisor



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Small Business Advisor



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*Contractor Support*  
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**Laura Anderson**  
Deputy Director



**Terence Stanton**  
Mentor-Protégé Manager  
Small Business Advisor



**Cheryl Michael**  
Contractor Support  
Small Business Analyst/  
Outreach Coordinator



**Nicole Greene**  
Contractor Support  
Mentor- Protégé Program  
Analyst

Contact [Outreach@mda.mil](mailto:Outreach@mda.mil).

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