

# 2015 National Veterans Small Business Engagement



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# Missile Defense Agency Mission

## **Develop and field an integrated, layered Ballistic Missile Defense System (BMDS):**

- **To defend the United States, its deployed forces, friends and allies**
- **From enemy ballistic missiles of all ranges**
- **Capable of engaging them in all phases of flight**



# MDA Office of Small Business Programs (OSBP)

## Mission/Vision

- The **Mission** of the Office of Small Business Programs (OSBP) is to enable the Missile Defense Agency to gain access to the efficiency, innovation, and creativity offered by small businesses
- OSBP has a **Vision** to remain an integral player and value added advisor in the development of MDA acquisition strategies to ensure compliance with laws, directives, goals, and objectives related to small business initiatives; to serve as a facilitator for accessing untapped small business resources; and to serve as an advocate for small business in MDA procurements



# MDA Small Business Marketplace

## **4 Major MDA Marketplaces for Small Businesses**

- **Subcontracting Opportunities With Our Large System Prime Contractors**
- **Advisory and Assistance Services (TEAMS)**
- **Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) Programs**
- **Infrastructure Support**



# MDA Upcoming Requirements

- **Technical, Engineering, Advisory and Management Services (TEAMS)**
  - **Formerly MiDAESS Follow-on**
- **Security Operations Contract (SOC)**
- **Integrated Research & Development of Enterprise Solutions (IRES)**
  - **Follow-on to JRDC**
- **Re-engineered Kill Vehicle (RKV)**
- **Small Business Innovative Research (SBIR) May 2016**
- **Advanced Technology Innovation (ATI) Broad Agency Announcement (BAA)**
- **Advanced Research Center (ARC) Follow-on**



# **TEAMS** (Formerly MiDAESS)

**T**echnical

**E**ngineering

**A**dvisory

**M**anagement

**S**ervices

**Formerly MiDAESS Follow-on**



# MDA Small Business Marketplace (cont.)

## TEAMS Advisory and Assistance Services (A&AS)

- **Types of services include:**

- Systems Engineering and Technical Assistance (SETA) Support
- Test Planning Support
- Acquisition and Contracting Advisory Services
- Business and Financial Management Services
- Administrative Support Services
- Warfighter Support and Infrastructure Planning Services
- Quality Assurance Support Services
- Security and Intelligence Support Services

- **TEAMS Program covers all our A&AS Services**

- Provides both prime and subcontracting opportunities for Small Businesses (31 Total Contracts 21 set-aside for Small Business)
- Possible teaming opportunities



**IRES** (Formerly JRDC)

**I**negrated

**R**esearch & Development

**E**nterprise

**S**olutions

**JRDC Follow-on**





# Marketing to MDA

- **Register in the MDA Small Business Directory ([www.mda.mil](http://www.mda.mil))**
- **Meet with the MDA OSBP first before other offices in the Agency**
- **No “one size fits all” – tailor your marketing literature to the prospective customer**
- **Target your market within the Agency and do your homework (mission/environment/ “landmines”/ “hot buttons”) of prospective customer**
- **Differentiators count (what separates you from other great performers?)**
- **Don’t try to be everything to everybody- never promise more than you can deliver**
- **Respond to sources sought and “answer the mail”**
- **You translate the relevancy of your Past Performance-don’t expect your prospective customer to do it**
- **Don’t discount the value of subcontracting opportunities- they can get you in the front door**
- **Nothing sells like great performance!**



# MDA OSBP Websites

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

Search MDA.mil | FAQs | Contact Us

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

## MDA MISSION

The Missile Defense Agency's (MDA) mission is to develop, test, and field an integrated, layered, ballistic missile defense system (BMDS) to defend the United States, its deployed forces, allies, and friends against all ranges of enemy ballistic missiles in all phases of flight.

**NEWS**

- August 3, 2015 [Aegis Ballistic Missile Defense System Completes Successful Series of Intercept Flight Test Events](#)
- June 23, 2015 [Scoping Report for the Continental United States Interceptor Site \(CIS\) Environmental Impact Statement \(EIS\)](#)
- June 6, 2015 [U.S.-Japan Cooperative Development Project Conducts Successful Flight Test of Standard Missile-3 Block IIA \[PHOTOS and VIDEO\]](#)
- May 22, 2015 [Department of Defense Identifies Planned Site of Future Long Range Discrimination Radar \(LRDR\)](#)
- April 1, 2015 [IMDO and MDA Successfully Conduct the David's Sling Weapon System Test Three \(DST-3\) Series of Tests Intercepting Targets while Meeting all Test Objectives](#)

June 22, 2014 - Personnel at the Missile Defense Integration and Operation Center on Schriever Air Force Base work at the test control facility during Flight Test Ground-Based Interceptor-06b.

[READ MORE](#)

**ABOUT US**  
Environmental Management  
Continental U.S. Interceptor Site EIS  
STEM  
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[www.mda.mil](http://www.mda.mil)





# MDA OSBP Websites

U.S. DEPARTMENT OF DEFENSE  
MISSILE DEFENSE AGENCY

Home > Business Opportunities > Office of Small Business Programs

**OFFICE OF SMALL BUSINESS PROGRAMS**

The Missile Defense Agency (MDA) Office of Small Business Programs (OSBP) is responsible for all aspects of the MDA Small Business and Small Disadvantaged Business Utilization Programs.

The OSBP enables the MDA to gain access to the efficiency, innovation, and creativity offered by small businesses. OSBP is an integral player and value-added advisor in the development of agency acquisition strategies to ensure compliance with laws, directives, goals, and objectives related to small business initiatives. We facilitate accessing untapped small business resources. Most importantly, the OSBP serves as an advocate for small businesses, providing guidance and technical assistance to advance the growth and development of small businesses in becoming competitive contractors.

We sincerely welcome your questions and requests for information. We also hope your marketing endeavors with the MDA will be a mutually rewarding experience.

If you have additional questions, feel free to contact the MDA OSBP by emailing [Outreach@mda.mil](mailto:Outreach@mda.mil).

**Quick Links for Small Businesses**

- [Understanding How to do Business with MDA \(PDF\\*\)](#)
- [Checklist for Doing Business with MDA \(PDF\\*\)](#)
- [Marketing to the Missile Defense Agency \(PDF\\*\)](#)
- [Calendar of Events](#)

[top of page](#)

## MDA OSBP Website

## eSBIE electronic Small Business Information Exchange

MISSILE DEFENSE AGENCY  
U.S. DEPARTMENT OF DEFENSE  
**Office of Small Business Programs**

Register  
Log in  
[Forgot Password?](#)

Directory Marketplace

Contact | Disclaimer | Related Links | Approved for Public Release 13-MDA-7387 (18 July 13)



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