

STELLAR TEAM

NOBLE MISSION



Missile Defense Agency Overview

Mr. John W. Mayes
Director for Contracting
Missile Defense Agency

August 11, 2023



Evolving Threat Environment Missile Defense



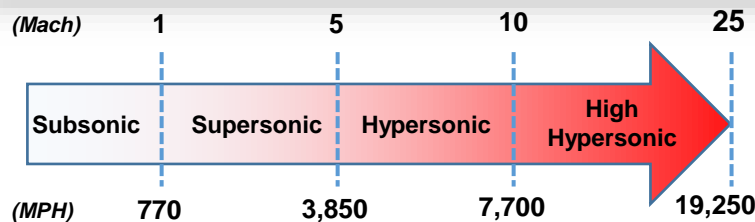
New missiles & existing system improvements

- 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



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**



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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



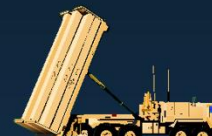
Ground-based Midcourse Defense (GMD)



AEGIS Ashore



AEGIS



THAAD



Patriot

WEAPONS



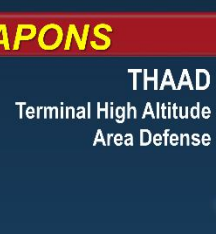
GBI
Ground Based Interceptor



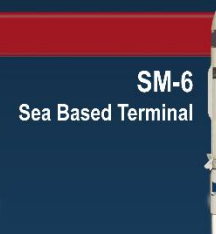
SM-3
BLK IIA



SM-3
BLK IA/IB



THAAD
Terminal High Altitude Area Defense



SM-6
Sea Based Terminal



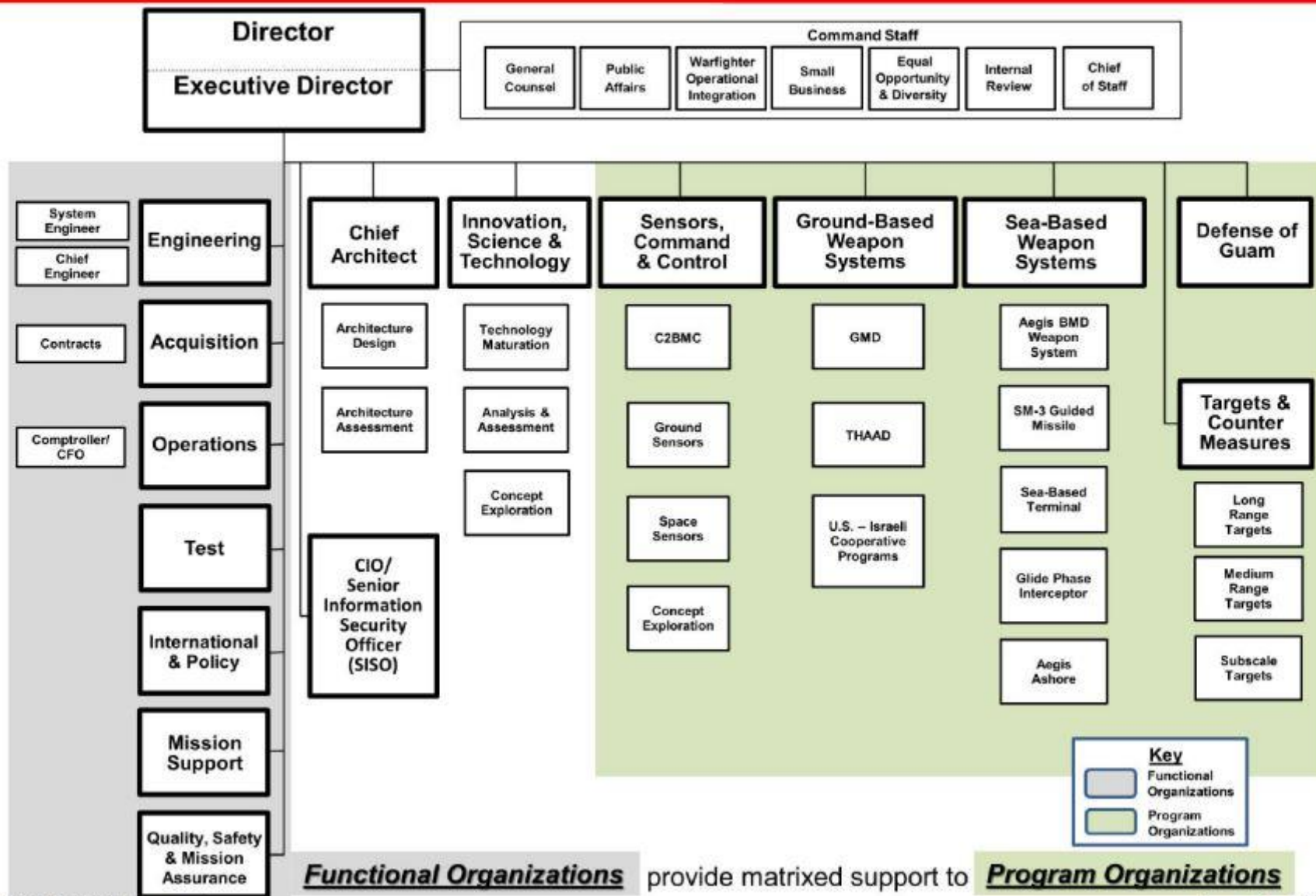
MSE
PAC-3
Missile Segment Enhancement



PAC-3
Patriot
Advanced Capability-3



Missile Defense Agency





MDA Leadership

Acting Director – RDML Douglas Williams

- **Role:** On August 1, 2023 RDML Williams was designated as the Missile Defense Agency Acting Director to oversee the Missile Defense Agency's global mission to develop, deliver, and sustain layered capabilities to defend the United States, deployed forces, and allies and partners against missile attacks.

Competition Advocate – Mr. Steven McDonald

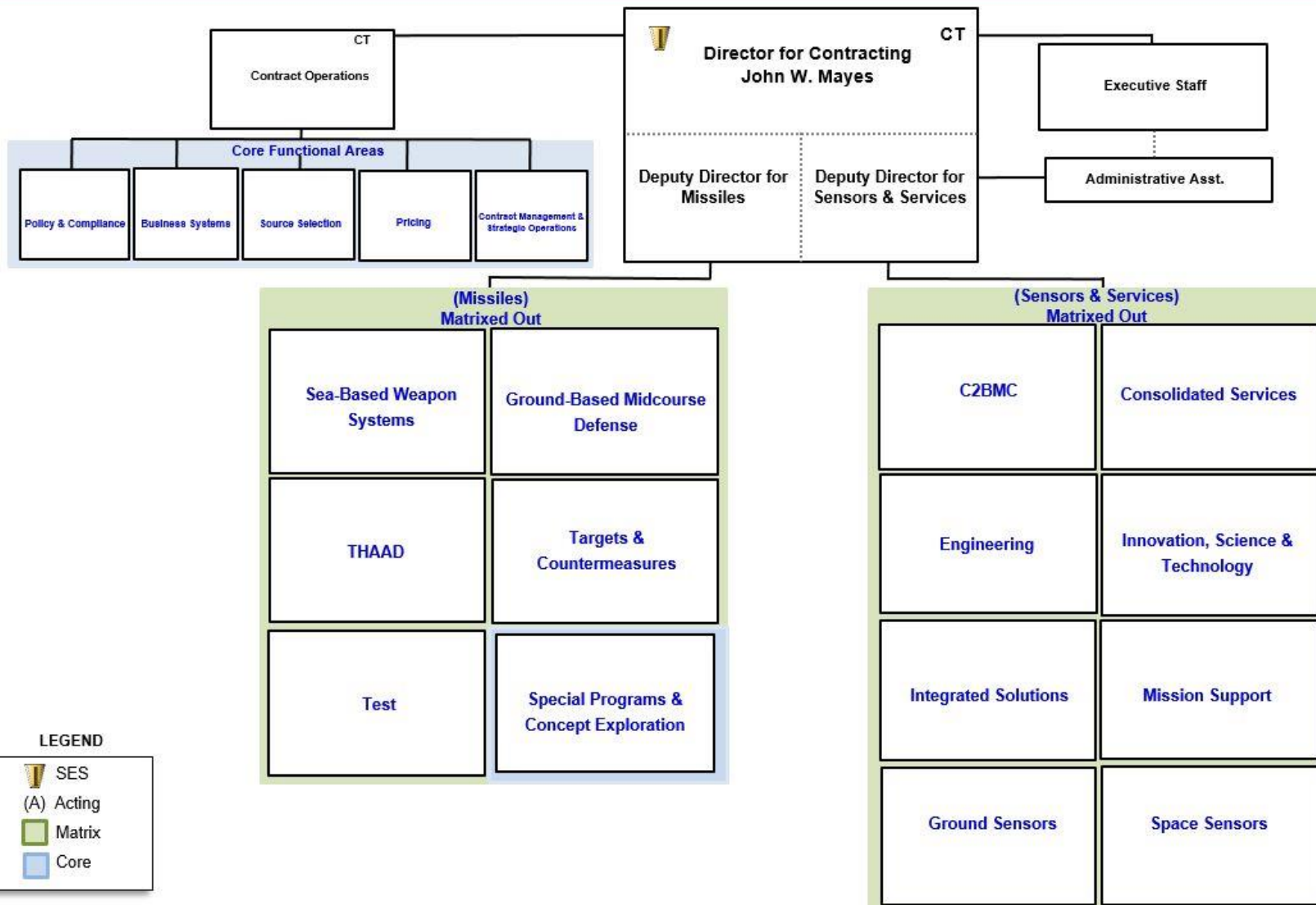
- **Role:** Responsible for promoting opportunities for competition and ensuring Agency requirements do not unnecessarily restrict competition. Also serves as the Task Order Ombudsman

Director for Small Business – Mr. Tim Cole

- **Role:** Advocate and engage with the Small Business industrial base, and advise the MDA workforce in developing and implementing acquisition strategies that incorporate opportunities for Small Business participation.



CT Organizational Structure



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MDA Contracting Directorate Footprint

The Magnitude



Who We Are

Civilian	322
Ktr Support	47
Total	369

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CT Priorities & Focus Areas

- **Mission.** Deliver capability into the hands of our warfighters through **innovative** and **imaginative** ways to accomplish that mission by removing roadblocks, eliminating redundant and overly prescriptive policies and procedures.
- **People.** The workforce is our greatest asset. Attracting, retaining, developing and recognizing our workforce is top priority to ensuring we remain an employer of choice.
- **Industry Engagement & Transparency.** Increase engagement with industry to foster competition, small business utilization, and generate innovation of technologies.
- **Automation and Data Analytics.** Digital Business Strategy - Create data once and use a multiplicity of times through automation to accelerate all acquisition and contracting processes; detect relevant anomalies, patterns and trends that deliver insight into business through data analytics.



Contracting Directorate

Who



**DoD / OSD / R&E Leadership /
A&S Leadership / Defense
Agencies / Combatant
Commands**



MDA Leadership



**U.S. Taxpayer
Congress & Executive Branch**



International Partners



Industry

**MDA Director of Acquisition
MDA Director of Contracting**

- ☐ Missiles Deputy
- ☐ Sensors & Services Deputy
- ☐ Contract Operations

How

Annual Average:
• ~4,500-5,000 contract
actions
• ~\$10B obligations

Why

Enable the Missile
Defense System (MDS)
by providing people,
training, tools, and
oversight to ensure the
MDS and ancillary
support is contractually
executed in a prudent
and timely manner.

What

Small Business

- ☐ 17 Outreach events in FY23
- ☐ 158 SB capabilities briefs hosted
- ☐ Over \$500M SB prime dollars awarded in FY23
- ☐ 6 new Mentor-Protégé Program Agreements
- ☐ 702 responses to SB inquiries through
Outreach@mda.mil

Competition

- ☐ ~57% of contract action dollars competitively
awarded in FY23
- ☐ Competition Goal is 40%

Initiatives:

- ☐ Industry and Community Networking &
Engagement
- ☐ 15 CT Initiative Projects ongoing with over 60
team members engaged



People



**Process
Improvement**



**Communication &
Transparency**



**Automation /
Data Analytics**



Contracts Statistics Overview

Top 5 Major Contractors by Total Obligations

FY 2022

FY	Legal Business Name	Business Size: LB	Obligation
2022	LOCKHEED MARTIN CORPORATION	LARGE BUSINESS	\$4,449,532,070.23
2022	RAYTHEON COMPANY	LARGE BUSINESS	\$2,020,979,683.17
2022	NORTHROP GRUMMAN SYSTEMS CORPORATION	LARGE BUSINESS	\$888,180,868.41
2022	BOEING COMPANY, THE	LARGE BUSINESS	\$632,567,832.91
2022	JACOBS TECHNOLOGY INC.	LARGE BUSINESS	\$321,974,534.96

FY	Legal Business Name	Business Size: SB	Obligation
2022	MP SOLUTIONS, LLC	SMALL BUSINESS	\$50,423,779.52
2022	NETWORK MANAGEMENT RESOURCES, INC.	SMALL BUSINESS	\$32,633,921.97
2022	VETERANS TECHNOLOGY	SMALL BUSINESS	\$32,515,333.93
2022	ANALYTICAL SERVICES, INC.	SMALL BUSINESS	\$31,738,384.77
2022	BCF SOLUTIONS, INC.	SMALL BUSINESS	\$24,145,374.07

FY 2023

FY	Legal Business Name	Business Size: LB	Obligation
2023	LOCKHEED MARTIN CORPORATION	LARGE BUSINESS	\$2,410,702,755.79
2023	NORTHROP GRUMMAN SYSTEMS CORPORATION	LARGE BUSINESS	\$1,209,881,479.70
2023	RAYTHEON COMPANY	LARGE BUSINESS	\$871,279,994.17
2023	JACOBS TECHNOLOGY INC.	LARGE BUSINESS	\$322,184,499.39
2023	BOEING COMPANY, THE	LARGE BUSINESS	\$319,356,325.02

FY	Legal Business Name	Business Size: SB	Obligation
2023	MP SOLUTIONS, LLC	SMALL BUSINESS	\$60,072,396.00
2023	NTSI, LLC	SMALL BUSINESS	\$33,368,750.83
2023	VETERANS TECHNOLOGY	SMALL BUSINESS	\$30,338,133.73
2023	NETWORK MANAGEMENT RESOURCES, INC.	SMALL BUSINESS	\$30,161,356.09
2023	ANALYTICAL SERVICES, INC.	SMALL BUSINESS	\$27,426,344.63

FY22 Year End

Actions: 4,167

Obligations: \$9.84B

Small Business: 8.47%

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

FY23 – thru 04 Aug

Actions: 3,226

Obligations: \$6.47B

Small Business: 8.77%

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

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MDA Industry Innovation Summit (IIS)



MDA engages industry, academia, and non-traditional partners annually to provide an overview of MDA's Science & Technology investments and Missile Defense System technical needs as well as how to do business with the Agency.



Upcoming Summits will be announced on www.sam.gov



MDA's goal is to leverage the technological development work being done, wherever that may be within the country, and **to collaborate to the greatest extent possible.**



With **mission focus on warfighting outcomes**, MDA is investing in innovative and disruptive technologies across the DoD.



Small Business Engagement

Technology Maturation & Transition Steps

Key Questions to Answer

~ TRL

Present concept



SBIR/STTR Phase I (~\$150K):

1. What is the technology?
2. Why is it innovative?
3. Where is potential insertion into Missile Defense System?

01

Provide proof of concept



SBIR/STTR Phase II (\$1.5M):

1. When does technology fit on the 2045 Roadmap?
2. Who is the identified transition partner?

02

Identify transition plan



Develop and mature technology transition plan

03

Mature technology



SBIR/STTR Phase II 2nd or Enhancement (\$1.5M):

What is the "Skin-in-the-Game"?

- Funding commitment?
- Supporting Partner (2LTR, Industry, Other)?

04

Transition



SBIR Phase III or other: successful transition to a Program or Industry for insertion in to the Missile Defense System

05/06

Facilitating access to the ingenuity residing within the small business industrial base while reducing technical risk, increasing cost effectiveness, and discovering transformational materiel solutions for insertion into the Missile Defense System

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Innovation, Science & Technology Broad Agency Announcement (BAA)

Purpose:

To identify and develop innovative concepts across a broad spectrum of science and engineering disciplines, to include disruptive technologies, that stimulate technology innovation and exploit breakthroughs in science to offer robust technology improvements to the Missile Defense System



Eligible organizations include:

- Private industry (large and small businesses)
- Domestic accredited colleges, universities or institutions of higher learning registered by the U.S. Department of Education
- Non-profit organizations; and
- Commercial and/or non-traditional defense contractors



Details:

- Awards Types:
 - ✓ FAR (Procurement Contracts)
 - ✓ Non-FAR Solutions (Cooperative Agreements and Other Transactions for Research and Prototype)
- Instructions for white paper submissions are contained within the announcement
- No designated funding is available for this announcement
- No limitations for proposal amounts; preferred phased and affordable approaches
- New announcement posted April 10, 2023



Visit www.sam.gov and search "HQ0860-23-S-0001"



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Other Authority

Other Transactions (OT): MDA has authority to use 10 USC 4021 (Research) and 10 USC 4022 (Prototype/Production). We have mostly used Other Transactions for Prototype to address proof of concept. OTs allow MDA to conduct business in a more flexible and innovative way **with non-traditional defense contractors**. The table below reflects the increase in the Agency's OT awards over the last three years.

Award (FY)	Project Title	# of OTs Awards	Period of Performance	Cumulative Value (\$)
2020	Hypersonic and Ballistic Tracking Space Sensor (HBTSS) Phase IIa/IIb (Physical)	4	11/2019 - 07/2023	348M
2021	Artificial Intelligence Threat Trajectory (Follow-On Production OT)	5	5/2021 - Present	10M
2022	Glide Phase Interceptor	3	11/2021 - Present	481M
2022	C3 AI Ordering Guide (Large Agreement w/Ordering Ability) \$500M value	6	12/2021 - Present	11.5M
2022	Advanced Optics Control Algorithm	1	6/2022 - Present	1M
2023	Research 3D Printed Nickel Hypersonic Components	1	10/2022 - Present	8M
Total		20		860M

Procurement for Experimental Purposes (PEP): MDA also has the authority to use 10 USC 4023. The Secretary of Defense and the Secretaries of the military departments may each buy ordnance, signal, chemical activity, transportation, energy, medical, space-flight, telecommunications, and aeronautical supplies, including parts and accessories, and designs thereof, that the Secretary of Defense or the Secretary concerned considers **necessary for experimental or test purposes** in the development of the best supplies that are needed for the national defense.



FY23 - FY24 Upcoming Requirements



PROGRAM OFFICE	DESCRIPTION	METHOD	RFP STATUS	SIZE STATUS
APR – SEPT 2023				
MS	Mission Support Facility Sustainment (MSFS)	Sole Source	Not Released	SB Set Aside
IC/IS	Agency Information Management Software Services (AIMSS)	Competitive	Not Released	SB Set Aside
DV	SBIR/STTR	Competitive	N/A	N/A
BC	C2BMC Operation Defense Design System (CODDS)	Competitive	Closed	SB Set Aside
BC	C2BMC IDIQ Next	Sole Source	Closed	Large
SN	Sea-Based X-Band Radar (SBX) Mission Integration Follow-On (Small Business Women-Owned Source Selection)	Competitive	Not Released	SB Set Aside
TH	THAAD Follow on Development Contract (TFODC)	Sole Source	Not Released	Unknown
DE	Threat Systems Engineering – Threat Products (TSE-TP)	Competitive	Not Released	Unknown
SN	Long Range Discrimination Radar Development, Sustainment and Testing (LRDR O&S/Future Development)	Sole Source	Open	Large
Oct 23 - Mar 24				
AB	Combat System Engineering Agent (CSEA)	Sole Source	Not Released	Large
TC	IRBM/ICBM Follow-on (LIFTS)	Sole Source	Not Released	Large
GM	Ground Based Interceptor (GBI) Integration and Test Contract (ITC)	Sole Source	Not Released	Large
SS	Space-based Kill Assessment Generation 2.0	Competitive	Not Released	OTA
SN	Radar System Test and Analysis Contract (RSTAC)	Competitive	Not Released	SB Set Aside
MS	Enterprise Access Control Support (EACS)	Sole Source	Closed	SB Set Aside
AB	SPY-6	Unknown	Unknown	Unknown
TH	Product Support Contract (TPSC) Small Business Competitive Follow-On	Competitive	Not Released	SB Set Aside
ABG	Standard Missile – 5 Multi Year Production (SM-3MYP)	Sole Source	Not Released	Large
SS	Discrimination Space Sensor (DSS) Phase II On-Orbit Demo	Competitive	Not Released	OTA
ABE	Automated Test and Retest Tool (ATRT/Automated Interface Middleware Service (AIMS)	Sole Source	Not Released	SBIR
DT	Range Infrastructure Support (RIS)	Sole Source	Not Released	SB Set Aside
GM	Greely Facilities Operations & Readiness Centered Execution (GFORCE)	Direct Award	Open	8(a) ANC Set Aside
SS	Missile Defense Agency Platform Services (MDAPS)	Sole Source	Not Released	Large
AB	SM3 Block IB Engineering Development	Unknown	Not Released	Unknown
DT	Ship Replacement	Unknown	Unknown	Unknown
TH	THAAD Missile Defense Layer Enhancement	Unknown	Unknown	Unknown
AB	Aegis Ashore Missile Defense Test Complex (AAMDTC) Follow-On	Sole Source	Not Released	Large

As of 8 August 2023

NOTE: Information is subject to change. Continue to monitor SAM.Gov for future solicitations

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TEAMS Next Contracts Remaining to Award

Contract	Type	Final RFP	Award
Program Planning & Acquisition	SDVOB	3QFY21	*1QFY24
Agency Advisory & Analytical Support	Full & Open	2QFY23	*4QFY23
Agency Operations	SB	2QFY23	*1QFY24
Administration	WOSB	2QFY23	*3QFY24

SB - Small Business Set-Aside

as of 4 August 2023

WOSB - Woman Owned Small Business

SDVOSB - Service Disabled Veteran Owned Small Business

* These dates represent current projections and are subject to change.

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Other Procurement Guidance & Information

- **MDA Agile Professional Services Solutions – MAPSS**
- **Responding to Requests for Information (RFI) and Broad Agency Announcements (BAA)**
- **Participation in Industry Days**
- **FAR Based and Non-FAR Based Solutions:**
 - **Procurement for Experimental Purposes (PEP)**
 - **Other Transactions Authority (Research, Prototypes and Production)**
 - **Small Business Innovation Research (SBIR) / Small Business Technology Transition (STTR)**
 - **Commercial Solutions Openings**
- **<https://www.mda.mil/business/opportunities.html>**



Q & A

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