

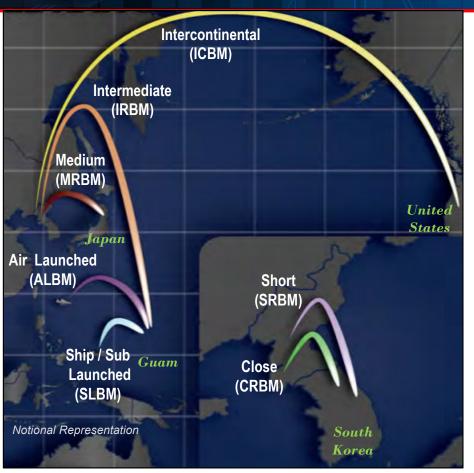
How to Do Business with the Missile Defense Agency (MDA)

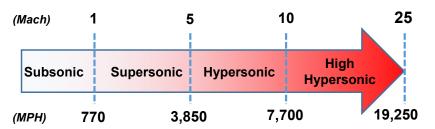
June HAMA Lunch Meeting

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





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



Today's Active Missile Defense System

BATTLE 1 HOMELAND DEFENSE

BATTLE 2 REGIONAL DEFENSE

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



TPY-2 Radars



MPQ-65 Radars

COMMAND & CONTROL, BATTLE MANAGEMENT & COMMUNICATIONS (C2BMC)

COMBATANT COMMANDS, JOINT STAFF, SERVICES & MDA



GMD





AEGIS



THAAD



PATRIOT

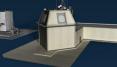
WARFIGHTING ASSETS

WEAPONS



Ground-based Midcourse Defense (GMD)





AEGIS Ashore



AEGIS



THAAD



PATRIOT

GBI Ground Based Interceptor

SM-3 **BLK IIA**

BLK IA/IB

SM-3

THAAD Terminal High Altitude Area Defense

SM-6 Sea Based Terminal

MSE PAC-3 Missile Seament **Enhancement**

PAC-3 **Patriot** Advanced Capability-3

Approved for Public Release 25-MDA-11985 (2 Jan 25)



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.



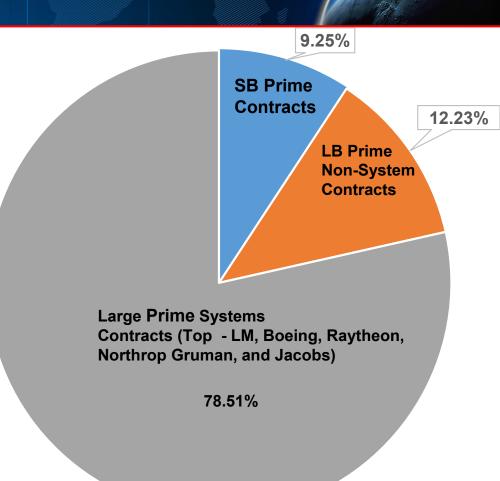
FY 2024 Small Business Utilization in MDA

Strategic Objectives to Strengthen the Small Business Industrial Base

- Increase use of qualified small businesses to enhance operations and readiness
- Maximize use of small businesses to optimize production and fielding
- Increase use of SBIR/STTR programs to continue development of technology improvements for the Missile Defense System (MDS)

AbilityOne Program

Increase MDA's participation



\$664M in Prime Contracts awarded to Small Businesses in FY24

Based on FY 24 FPDS-NG data as of 09/30/2024



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

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

FY 2024

FY	Legal Business Name	Business Size:LB	Dollars Obligated
2024	LOCKHEED MARTIN CORPORATION	LARGE BUSINESS	\$2,838,826,839.67
2024	RAYTHEON COMPANY	LARGE BUSINESS	\$1,965,303,611.27
2024	NORTHROP GRUMMAN SYSTEMS CORPORATION	LARGE BUSINESS	\$1,344,129,839.15
2024	JACOBS TECHNOLOGY INC.	LARGE BUSINESS	\$323,820,975.33
2024	BOEING COMPANY, THE	LARGE BUSINESS	\$266,924,805.02

FY	Legal Business Name	Business Size:LB	Dollars Obligated
2024	MP SOLUTIONS, LLC	SMALL BUSINESS	\$81,014,893.77
2024	STRATEGIC ALLIANCE SOLUTIONS LLC	SMALL BUSINESS	\$74,779,759.95
2024	NTSI, LLC	SMALL BUSINESS	\$50,239,211.28
2024	NETWORK MANAGEMENT RESOURCES, INC.	SMALL BUSINESS	\$31,294,429.68
2024	CORVID TECHNOLOGIES LLC	SMALL BUSINESS	\$29,184,302.56

FY24 Year End

Actions: 4202

Obligations: \$8.45B

Small Business: 9.25%

Data from Sam.gov: Includes Awards and IDVs excludes OTAs and Secure Contracting

*As of 14 Nov 24

^{*}Anticipate FY25 obligations of \$8B-\$10B

^{*}Uncertain of incoming Administration's potential impacts



MDA Small Business Goals/Performance

Category	Performance FY24	Obligated Dollars FY24	Goals FY25	Performance FY25	Obligated Dollars FY25
Small Business	9.24%	\$662,351,273	7.56%	9.39%	\$405,399,807
Socio-Economic Categories					
Small Disadvantaged Business	1.87%	\$134,236,143	5%	1.27%	\$54,735,356
Service-Disabled Veteran-Owned Small Business	1.70%	\$122,037,468	1.20%	1.78%	\$76,810,645
Women-Owned Small Business	3.77%	\$269,886,185	1.20%	3.55%	\$153,239,742
HUBZone Small Business	1.49%	\$103,858,867	0.24%	1.28%	\$55,344,846

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 10/01/2024-05/26/2025

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

Total SB Eligible Dollars: \$4,319,559,288

- · 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

SOURCE: FPDS-NG



FY 2024 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			
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING			
541511	CUSTOM COMPUTER PROGRAMMING SERVICES			
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)			
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE			
541714	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOTECHNOLOGY)			
541330	ENGINEERING SERVICES			
541720	RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES			
541614	PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES			
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES			
561210	FACILITIES SUPPORT SERVICES			
541513	COMPUTER FACILITIES MANAGEMENT SERVICES			
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES			
561612	SECURITY GUARDS AND PATROL SERVICES			
541519	OTHER COMPUTER RELATED SERVICES			
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING			
561720	JANITORIAL SERVICES			
541430	GRAPHIC DESIGN SERVICES			
541512	COMPUTER SYSTEMS DESIGN SERVICES			



Upcoming Requirements

PROGRAM OFFICE	DESCRIPTION	ANTICIPATED METHOD	RFP STATUS	SIZE STATUS			
	April 2025 – September 2025 (Q3 -Q4 FY25)						
DAS	Technical Acquisition and Contracting Support (TACS)	Competitive, OASIS+	FOPR 3QFY25	SB Set Aside			
DAS	MAPSS QMA	Competitive, OASIS+	FOPR 3QFY25	SB Set Aside			
DAS	Visual Information and Production Centers (VIPC)	Competitive, GSA	RFP Q3FY25	SB Set Aside			
DE	M&S Vistas – Framework (MSV-FMK)	Competitive, EWAAC	RFP 3QFY25	Full and Open			
DE	Threat Systems Engineering – Threat Products (TSE-TP)	Competitive	RFP 3QFY25	Full and Open			
DT	Re-Entry Vehicle (RV-Next) RFI	EWAAC RFI	RFI 3QFY25	TBD			
DT	Tactical Data Analysis and Connectivity System (TDACS) Follow-on	Sole Source	RFP 3QFY25	SB Set Aside			
DT	Support and Missionization for MBRV's (SAMM) RFI	EWAAC RFI	RFI 3QFY25	TBD			
DT	Airborne Sensor 4 (ABS4)	Competitive	DRFP 3QFY25	Full and Open			
TB	THAAD Product Support Small Business	Competitive	RFP 3QFY25	SB Set Aside			

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

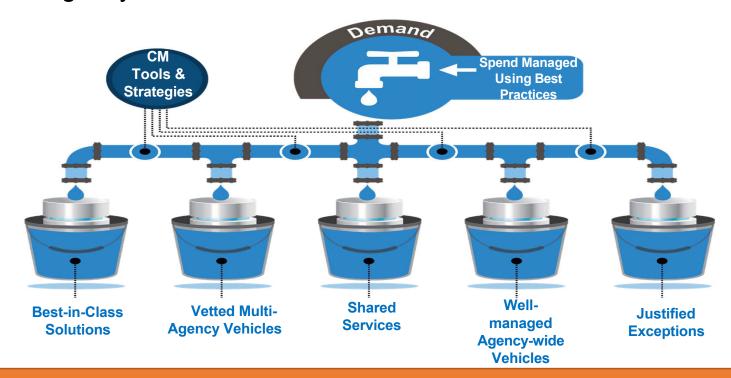
October 2025 – March 2026 (Q1-Q2 FY26)					
DE	M&S Vistas - Core Truth Models	Competitive, EWAAC	FOPR 2QFY26	SB Set Aside	
GM	Long Range Discrimination Radar (LRDR) Persistent Discrimination & Sustainment (PD&S)	TBD	TBD	TBD	

Information as of 3/24/25



Category Management (CM)/Spend Under Management Considerations

- Procurement guidance (OMB Memo M-17-22) requires that agencies consider leveraging:
 - Best-in-class contracts as part of the category management effort
 - Existing contract solutions such as Government-wide acquisition contracts,
 Multi-agency contracts

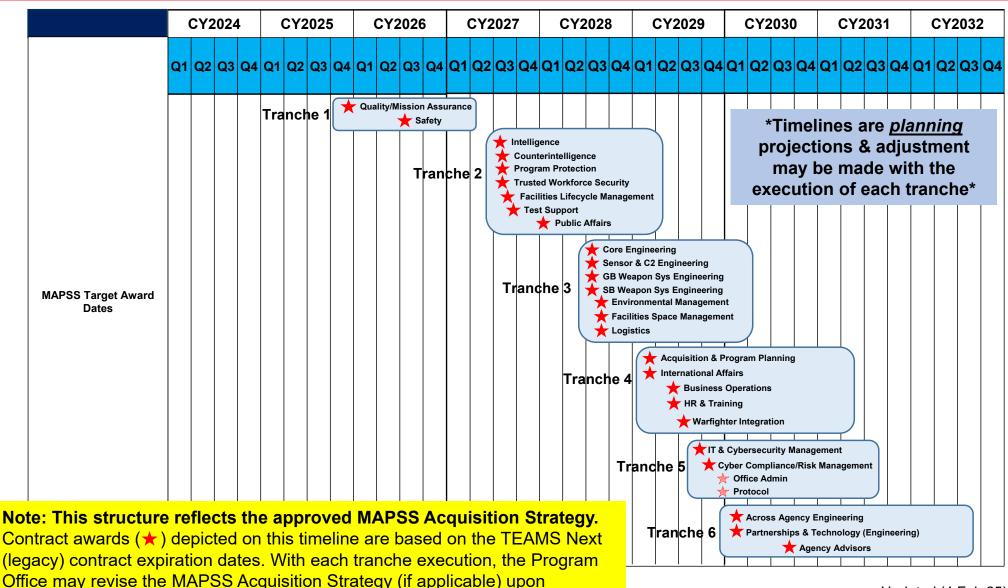


MDA pursuing OSD "Spend Under Management" goal of 80% by 2029



MAPSS Acquisition Tranches Approach – 15 January 2025





Updated (4 Feb 25)

requirement.

conducting market research refresh & acquisition approach validation for each



MAPSS Requirement Crosswalk 18 TEAMS Next Contracts to 28 MAPSS Contracts



Tranche 1

Target Awards: December 2025 / July 2026

Quality & Mission Assurance

Est Value: \$179M^ | FTE Range: 75-125 Vehicle: OASIS+ T&E. Total SB NAICS: 541330e1 (\$47.0M)

Safety

Est Value: \$58M^ | FTE Range: 1-50 Vehicle: OASIS+ T&E. Total SB NAICS: 541330e1 (\$47.0M)

Legend

No Change

Deconsolidated

Notes:

This structure reflects the approved MAPSS **Acquisition Strategy.**

^ Contract values & FTE ranges are ESTIMATES (a/o 4 NOV 2024) *SUBJECT TO CHANGE*

Assumes a five (5) year period of performance for each; estimated contract value, FTE range, and initial set-aside goal may change upon execution of each tranche

Tranche 2

Target Awards: July 2027 - February 2028

Intelligence

Est Value: \$56M^ | FTE Range: 1-50 Vehicle: OASIS+ INTEL | SBSA: TBD (SB) TN SOCI / Intel

NAICS: 541690 (\$19.0M)

Counterintelligence

Vehicle: OASIS+ INTEL | SBSA: TBD (SB) TN SOCI / Intel NAICS: 541690 (\$19.0M)

Program Protection

Trusted Workforce

TN SOCI / Intel

Est Value: \$122M^ | FTE Range: 50-100 Vehicle: OASIS+ INTEL | SBSA: TBD (SB)

Est Value: \$50M^ | FTE Range: 1-50

NAICS: 541690 (\$19.0M)

Est Value: \$23M^ | FTE Range: 1-25 Vehicle: OASIS+ INTEL | SBSA: TBD (SB)

NAICS: 541690 (\$19.0M)

Facilities Lifecycle Management

Est Value: \$105M^ | FTE Range: 25-75 Vehicle: OASIS+ FAC | SBSA: TBD (SB) NAICS: 541330 (\$25.5M)

Test Support

Est Value: \$616M^ | FTE Range: 301-350 Vehicle: OASIS+ R&D | SBSA: TBD (SB) NAICS: 541715e3 (1,300)

Public Affairs

Est Value: \$4.9M^ | FTE Range: 1-25 Vehicle: MDA Direct Award | SBSA: 8(a) NAICS: 541690 (\$19.0M)

Tranche 3

Target Awards: July / September 2028

Core Engineering

TN MDSE

Est Value: \$466M^ | FTE Range: 175-225 Vehicle: OASIS+ Enterprise Solutions (UNR) NAICS: 541715e3 (1.300)

Sensors & C2 Eng

TN MDSF

TN MDSE

Est Value: \$308M^ | FTE Range: 125-175 Vehicle: OASIS+ Enterprise Solutions (UNR)

Est Value: \$782M^ | FTE Range: 300-350

Vehicle: OASIS+ Enterprise Solutions (UNR)

NAICS: 541715e3 (1.300)

NAICS: 541715e3 (1,300)

Ground-Based Weapon Sys Eng

Sea-Based Weapon Sys Eng

TN MDSF

Est Value: \$250M[^] | FTE Range: 101-150 Vehicle: OASIS+ Enterprise Solutions (UNR)

NAICS: 541715e3 (1,300)

Environmental Mgt

TN FLE

TN FLE

TN FLE

Est Value: \$22M^ | FTE Range: 1-25 Vehicle: OASIS+ ENV | SBSA: TBD (SB) NAICS: 541330 (\$25.5M)

Facilities (Space Mgt)

Est Value: \$68M^ | FTE Range: 25-75 Vehicle: OASIS+ FAC | SBSA: TBD (SB)

NAICS: 541330 (\$25.5M)

Est Value: \$163M^ | FTE Range: 101-150 Vehicle: OASIS+ LOG | SBSA: TBD (SB)

NAICS: 541330 (\$25.5M)

Tranche 4

Planning

International Affairs

Business Ops

Human Resources &

Training

Warfighter Integration

TN PP&A

TN PP&A

TN Agency Ops

TN Agency Ops

Target Awards: March - July 2029

Acquisition & Program Est Value: \$387M^ | FTE Range: 225-275 Vehicle: OASIS+ T&E | SBSA: TBD (SB) NAICS: 541330e1 (\$47.0M)

Est Value: \$20M^ | FTE Range: 1-25

Vehicle: OASIS+ T&E | SBSA: TBD (SB) NAICS: 541330e1 (\$47.0M)

Est Value: \$349M^ | FTE Range: 201-250 Vehicle: OASIS+ M&A | SBSA: TBD (SB) NAICS: 541611 (\$24.5M)

Est Value: \$54M^ | FTE Range: 25-50 Vehicle: OASIS+ M&A | SBSA: TBD (SB)

NAICS: 541612 (\$29.0M)

Est Value: \$164M^ | FTE Range: 75-125 Vehicle: OASIS+ T&E | SBSA: TBD (SB)

NAICS: 541330e1 (\$47.0M)

Tranche 5

Target Awards: Sept - *November 2029

IT & Cyber

Est Value: \$294M^ | FTE Range: 125-175 Vehicle: NASA SEWP | SBSA: TBD (SB) NAICS: 541330e1 (\$47.0M)

Office Admin

TN Admin

TN Admin

Est Value: \$220M^ | FTE Range: 101-150 Vehicle: OASIS+ M&A | SBSA: TBD (SB) NAICS: 541611 (\$24.5M)

Protocol

Est Value: \$19M^ | FTE Range: 1-25 Vehicle: OASIS+ M&A | SBSA: TBD (SB) NAICS: 541611 (\$24.5M)

Cybersecurity & Risk Management

Est Value: \$83M^ | FTE Range: 25-75 Vehicle: NASA SEWP | SBSA: TBD (SB) NAICS: 541519 (\$34.0M)

Tranche 6

Logistics

Target Awards: February / September 2030

Across Agency Eng

TN SEA

Est Value: \$206M^ | FTE Range: 51-100 Vehicle: OASIS+ T&E | SBSA: TBD (SB) NAICS: 541330e1 (\$47.0M)

Partnerships & Technology (Eng)

TN SEA

Est Value: \$385M^ | FTE Range: 101-150 Vehicle: OASIS+ T&E | SBSA: TBD (SB) NAICS: 541330e1 (\$47.0M)

Agency Advisors

Est Value: \$74M^ | FTE Range: 1-25 Vehicle: OASIS+ T&E | SBSA: TBD (SB) NAICS: 541330e1 (\$47.0M)

Updated (4 Feb 25)

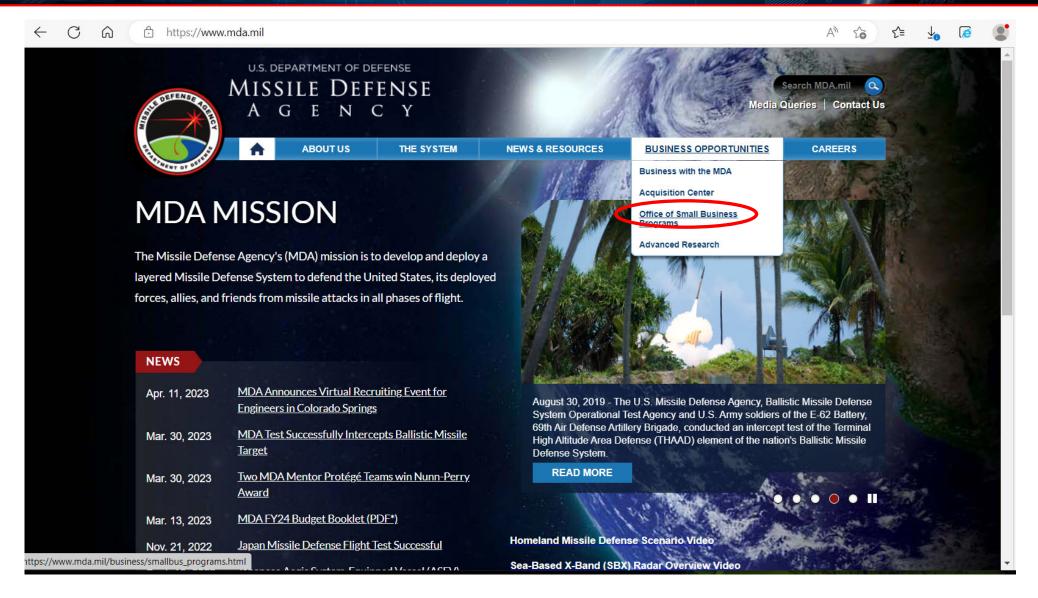


Information for Industry

- Stay up-to-date on MAPSS via SAM.gov, notice: 23_MDA_11573(1Sep23)
 - See: https://sam.gov/opp/4d0f9964c0f14832b24640ce00f0ddb2/view
- Participate in events where MAPSS Information Updates are provided
- Additional inquiries? Send them to: MAPSS@MDA.mil



MDA OSBP Website



www.mda.mil



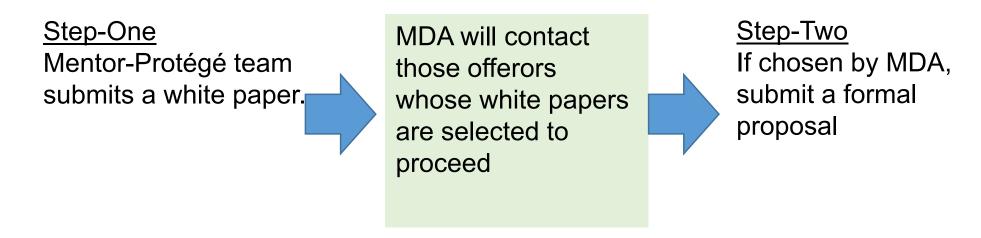
MDA OSBP Planned Events

- June 25, The Catalyst Center "Doing Business with NASA-MSFC"
- August 5 7, Space and Missile Defense Symposium
- Aug. 19 20, Team Redstone APBI
- August 20, UAH Matchmaker
- Sept. TBD, NASA MSFC Small Business Alliance Meeting
- Sept. 11 HASBAT Lunch Meeting
- October 21 22, MDA Small Business Conference



Mentor-Protégé Program

- The Missile Defense Agency (MDA) has established the a Mentor Protégé Program (MPP) Broad Agency https://sam.gov/
- The MPP BAA is a two-step open BAA
- Awards can occur anytime during the open period



For Mentor-Protégé Program questions, contact MPP@mda.mil.



Innovative Technology Opportunities

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

<u>Focus of the programs:</u> 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.

Open SBIR topics posted on https://www.sbir.gov/sbirsearch/topic/current

https://sam.gov/

Missile Defense Agency - Advanced Capability Concepts Notice ID: HQ0860-25-S-C001

Missile Defense Agency - Multiple Authority, Notice ID: HQ0860-25-S-0001



MDA OSBP STAFF



Tim Cole Director



Mshindi ThomasSmall Business Advisor



Ashley Kennemer Small Business Advisor



Cheryl Michael
Contractor Support
Small Business Analyst/
Outreach Coordinator



Nicole Greene Contractor Support Mentor- Protégé Program Analyst



Laura AndersonDeputy Director



Terence StantonMentor-Protégé Manager
Small Business Advisor



Kamisha Holloway Small Business Advisor



Jo Brown
Contractor Support
Small Business Office Media
Analyst

Contact Outreach@mda.mil

