

NDIA'S ANNUAL MISSILE DEFENSE SMALL BUSINESS PROGRAMS CONFERENCE



JULY 23-24, 2014
WWW.NDIA.ORG/MEETINGS/4160

VON BRAUN CENTER ► HUNTSVILLE, AL

EVENT #4160

WEDNESDAY, JULY 23, 2014

12:00 pm - 7:00 pm

REGISTRATION OPEN

3:30 pm - 3:40 pm

“SUCCESSFUL PROPOSAL RESPONSE BOOT CAMP” (3 PART)

- ▶ Mr. Lee Rosenberg, *Director, Office of Small Business Programs, Missile Defense Agency*

3:40 pm - 4:10 pm

PART 1 - “HOW TO RESPOND TO AN RFP TO ENHANCE YOUR COMPETITIVE EDGE”

- ▶ Ms. Ondrea Neal, *Director of Contracts (THAAD), Missile Defense Agency*
- ▶ Mr. Bradley Price, *Director of Contracts (Test), Missile Defense Agency*
- ▶ Ms. Megan Dake, *Deputy Director of Contracts (MiDAESS), Missile Defense Agency*
- ▶ Mr. Jesse Kirstein, *Procuring Contracting Officer, Missile Defense Agency*

4:10 pm - 4:40 pm

PART 2 - “ORGANIZATIONAL CONFLICT OF INTEREST”

- ▶ Mr. Norb Diaz, *Deputy General Counsel, Missile Defense Agency*
- ▶ Mr. Flayo Kirk, *Associate Counsel, Missile Defense Agency*
- ▶ Ms. Kelli Beene, *Associate General Counsel, Missile Defense Agency*
- ▶ Ms. Robbie Phifer, *Director of Contracting (Services), Missile Defense Agency*

4:40 pm - 5:10 pm

PART 3 - “BROAD AGENCY ANNOUNCEMENT (BAA)” AND “OSD RAPID INNOVATION FUNDING (RIF) BAA”

- ▶ Ms. Keil Oliver, *Acquisition Manager, University Engagement, Missile Defense Agency*
- ▶ Mr. Will Brice, *Procuring Contracting Officer, Missile Defense Agency*

5:10 pm - 7:00 pm

NETWORKING RECEPTION

Located in the Display Hall

INTRODUCTION OF SMALL BUSINESS ADVOCACY COUNCIL

- ▶ Ms. Laura Anderson, *Outreach Program Manager, Office of Small Business Programs, Missile Defense Agency*

INTRODUCTION OF CURRENT MDA MENTORS AND PROTEGES

- ▶ Ms. Ruth Dailey, *Mentor Protege Manager, Office of Small Business Programs, Missile Defense Agency*

THURSDAY, JULY 24, 2014

- 6:30 am - 5:00 pm** **REGISTRATION OPEN**
- 7:00 am - 3:20 pm** **DISPLAY HALL OPEN**
- 7:00 am - 7:30 am** **NETWORKING BREAKFAST**
Located in the Display Hall
- 7:30 am - 7:40 am** **ADMINISTRATIVE REMARKS**
▶ Ms. Laura Anderson, *Outreach Program Manager, Office of Small Business Programs, Missile Defense Agency*
- PRESENTATION OF THE COLORS**
▶ Navy JROTC Color Guard, *Hazel Green High School*
- NATIONAL ANTHEM**
▶ Mr. Ray Vestal, *Missile Defense Agency*
- 7:40 am - 7:50 am** **WELCOME**
▶ Mayor Tommy Battle, *City of Huntsville*
- 7:50 am - 8:20 am** **INTRODUCTION OF KEYNOTE SPEAKER**
▶ Mr. Lee Rosenberg, *Director, Office of Small Business Programs, Missile Defense Agency*
- KEYNOTE ADDRESS: MDA OVERVIEW**
▶ Mr. John James, *Executive Director, Missile Defense Agency*
- 8:20am - 9:25 am** **MISSILE DEFENSE AGENCY ENGINEERING & SUPPORT SERVICES FOLLOW ON**
▶ Mr. James Weinberger, *Program Manager (MiDAESS), Missile Defense Agency*
▶ Ms. Robbie Phifer, *Director of Contracting (Services), Missile Defense Agency*
▶ Mr. John Penley, *Acquisition Lead (MiDAESS Follow On), Missile Defense Agency*
▶ Mr. Tim Yopek, *Acting Deputy Program Manager (MiDAESS), Missile Defense Agency*
▶ Mr. Tyler Green, *Director, Acquisition Management (MiDAESS), Missile Defense Agency*
- 9:25 am - 9:40 am** **NETWORKING BREAK**
Located in the Display Hall
- 9:40 am - 10:45 am** **INTEGRATED RESEARCH AND DEVELOPMENT FOR ENTERPRISE SOLUTIONS (IRES)**
▶ Mr. Barry Richardson, *Deputy Director of Contracts, Missile Defense Agency*
▶ Ms. Maureen Atwood, *Contracting Officer (IRES), Missile Defense Agency*
- 10:45 am - 11:45 am** **THE MDA CONTRACTING TOWN HALL FORUM**
▶ Ms. Marsha Thornton, *Director of Contracting, Missile Defense Agency (Invited)*
▶ Ms. Lynne Washburn, *Deputy Director of Contracts, Missile Defense Agency*
▶ Mr. Lee Rosenberg, *Director, Office of Small Business Programs, Missile Defense Agency*

THURSDAY, JULY 24, 2014 CONTINUED

11:45 am - 1:00 pm

LUNCHEON

INVOCATION

▶ Reverend Gregory J. Bentley, *Pastor, Fellowship Presbyterian Church*

INTRODUCTION OF LUNCHEON SPEAKER

▶ Mr. Lee Rosenberg, *Director, Office of Small Business Programs, Missile Defense Agency*

LUNCHEON SPEAKER

▶ Mr. Andre Gudger, *Director, DoD Office of Small Business Programs*

1:00 pm - 1:10 pm

MATCHMAKING INVITATION/WRAP-UP REMARKS

▶ Mr. Lee Rosenberg, *Director, Office of Small Business Programs, Missile Defense Agency*

1:10 pm - 3:05 pm

ONE-ON-ONE MATCHMAKING (PRE-REGISTRATION REQUIRED) 15 MINUTE MEETINGS

3:05 pm - 3:20 pm

NETWORKING BREAK

Located in the Display Hall

3:20 pm - 4:55 pm

ONE-ON-ONE MATCHMAKING (PRE-REGISTRATION REQUIRED) 15 MINUTE MEETINGS

5:00 pm

ADJOURN

DISPLAYERS

AI Signal Research, Inc.
APT Research, Inc.
Aranea Solutions, Inc.
BCF Solutions, Inc.
Brockwell Technologies, Inc.
Cornet Technology, Inc.
Defense Acquisition University
Dynamax, Inc.
Germane Systems
IERUS Technologies, LLC
Intelligent Fiber Optic Systems Corp.
JIT Military Sales
Missile Defense Agency
MLC CAD Systems
NASA

Oak Ridge National Laboratory
PARSONS Corporation
Phelps2020, Inc.
PTAC/WBCNA
RMCI, Inc.
Silicon Forest Electronics
Small Business Administration
STI Electronics, Inc.
TechOpp Consulting, Inc.
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ADVANCED *Powder Solutions* Tomorrow's Materials Today

Advanced Powder Solutions, Inc. (APS), specializes in providing prototype to production quantities of tailorable, low cost materials. These materials can be stronger than steel and lighter than Beryllium, have specific controllable properties, and are used as replacement for Beryllium (Be, AlBe, CuBe) materials, and heavier Aluminum. APS currently manufactures specialty powders and lightweight composites to replace Rhenium, Invar, Polymers, Steels, and Titanium. APS currently has several SBIR and RDT&E contracts developing new materials for various government and commercial entities. APS currently has several SBIR and RDT&E contracts developing new materials for various government and commercial entities. APS current development programs include Additive Manufacturing (AM)/ Net Shape Processing, radiation shielding, wear resistance/bearings, thermal expansion control, thermal spray powders, high temperature materials rocket nozzles, lightweight armor and mirror structures.

Advanced Powder Solutions, Inc., a small disadvantaged business located outside of Houston, Texas, is grateful for the past MDA support in the SBIR and the Raytheon-APS Mentor-Protégé programs designed at developing commercial and DOD opportunities for small businesses. APS has leveraged this support and has achieved significant commercial success in producing materials for the Aerospace, Energy, and automotive industries today. All APS SBIR programs have resulted in commercial sales. MDA small business office and APS are successfully supplying Tomorrow's Materials Today.

LOCKHEED MARTIN



Headquartered in Bethesda, Maryland, Lockheed Martin is a global security and aerospace company that employs approximately 113,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The Corporation's net sales for 2013 were \$45.4 billion.

NORTHROP GRUMMAN



Northrop Grumman has achieved 30 percent or more in small business subcontracting since 2001, far exceeding the 23 percent small-business subcontracting statutory goal for more than a decade. It's a result of the company's ongoing efforts, including its robust socioeconomic business programs.

One such success story is Northrop Grumman's prime contracting role on the Joint National Integration Center Research and Development Contract (JRDC) with the U.S. Missile Defense Agency. Since the inception of the JRDC in late 2005, the company's small business program performance has been consistently exceptional with an increasing trend for small business content. Northrop Grumman has achieved substantially above the contract small business goals for 17 consecutive reporting periods, with the most recent reporting 47.5% of JRDC subcontract dollars going to small businesses. According to Rob Watson, small business liaison officer at Northrop Grumman, "We carefully screen and select our small business partners based on their proven successful processes, capabilities, performance, delivery, quality, and most importantly, experience directly related to program requirements. As a result, we strive to demonstrate our commitment to use our small business subcontractors/vendors in a variety of key roles, and at the same time, exceed all socioeconomic subcontracting target goals."

As the sponsor of the networking reception at this year's NDIA missile defense small business programs conference, Northrop Grumman has a simple message: It wants to help through partnering, not only as a prime contractor, but even as a subcontractor to small businesses. Northrop Grumman has assisted small businesses in winning approximately \$45 million of Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) funds. The company has used the SBIR program to develop innovative technologies on several programs.

Another area of success is Northrop Grumman's participation in the Department of Defense Mentor-Protégé program. The company has mentored more than 100 small businesses since 1992 and received 22 Nunn-Perry Awards, more than any other company in the program.

Northrop Grumman is a leading global security company providing innovative systems, products and solutions in unmanned systems, cyber, C4ISR, and logistics and modernization to government and commercial customers worldwide. Please visit www.northropgrumman.com for more information.

PARSONS

Parsons' Small Business Program Delivers Growth and Opportunity

The Promise - Parsons is committed to providing small businesses (SBs) with the maximum practicable opportunity to participate in our government programs.

The Program - Parsons' Small Business Program conducts outreach, business development, and compliance initiatives for small business participation.

Parsons strives to develop strategic relationships with small businesses, providing opportunities in teaming and subcontracting under our federal programs. To further such partnerships, the firm's Small Business Program assists small firms in navigating potential procurement opportunities. Parsons sponsors and conducts outreach to SBs in all business size categories and is an active participant in industry associations that promote the development and utilization of SBs. Parsons' participation in the Mentor Protégé Programs under various federal agencies, including the Department of Defense, Department of Homeland Security, Federal Aviation Administration, and Small Business Administration also contributes to their initiative to promote SB utilization.

Demonstrated Success - Parsons has consistently allocated more than 60% of its federal subcontracting dollars to SBs annually. Parsons commitment to small business participation in our MDA MiDAESS contracts is evidenced by exceeding the subcontracting goal of 23% in each program with 89.2% and 51.3% of subcontract dollars in the Engineering and Infrastructure & Deployment Capability Support Groups, respectively, going to small businesses. Our commitment to small business participation is also demonstrated by exceptional ratings from Small Business Program compliance reviews. In 2011 the Defense Contract Management Agency (DCMA) rated Parsons' Small Business Program "Outstanding." In the same year, Parsons was the recipient of a US Postal Service Supplier Performance Award in the Diversity category. Parsons, celebrating 70 years of growth in the engineering, construction, technical and professional services industries, is a leader in many diversified markets with a focus on transportation, environmental/industrial, and defense/security. Parsons delivers design/design-build, program/construction management, and other professional services packaged in innovative alternative delivery methods to federal, regional, and local government agencies, as well as to private industrial customers worldwide. For more about Parsons, please visit www.parsons.com.

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Raytheon

Raytheon: Aspiring to be the most admired defense and aerospace systems company through our world-class people, innovation and technology

Raytheon Company is a technology and innovation leader specializing in defense, security and civil markets throughout the world. With a history of innovation spanning 92 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems; as well as a broad range of mission support services.

Raytheon is headquartered in Waltham, Massachusetts. Our four businesses work together to craft solutions for a wide variety of government and commercial customers.

Businesses

- Integrated Defense Systems - Headquarters in Tewksbury, MA
- Intelligence, Information and Services - Headquarters in Dulles, VA
- Missile Systems - Headquarters in Tucson, AZ
- Space and Airborne Systems - Headquarters in McKinney, TX

Raytheon at a Glance

- Chairman: William H. Swanson
- Chief Executive Officer: Thomas A. Kennedy
- 63,000 employees worldwide
- \$24 billion in 2013 sales

CUMMINGS

aerospace

Cummings Aerospace is a leading provider of robust engineering and advanced technology solutions to the Ballistic Missile Defense System (BMDS). Our capabilities span the systems engineering lifecycle with core competencies in high-fidelity, and systems-of-systems, modeling & simulation; NG&C algorithm development; flight software and hardware development; hardware-in-the-loop (HWIL) testing; and launch operations. Cummings Aerospace expertise in interceptor, kill vehicle, sensor, radar, and C2 system design, development, integration and test has been demonstrated on MDA programs including; THAAD, Targets & Countermeasures, KEI, MKV, and C2BMC.

From technology demonstration to flight hardware development Cummings Aerospace engineering competencies and ISO 9001:2008 certified quality processes deliver assured solutions to our MDA, Air Force, Army, NASA and Intel customers. Cummings Aerospace is an Economically Disadvantaged Woman-Owned Small Business (EDWOSB) headquartered in Huntsville, Alabama with offices in Orlando and Niceville, Florida.

GENERAL DYNAMICS

Information Technology

As a trusted systems integrator for more than 50 years, General Dynamics Information Technology provides information technology (IT), systems engineering, professional services and simulation and training to customers in the defense, federal civilian government, health, homeland security, intelligence, state and local government and commercial sectors.

With approximately 28,000 professionals worldwide, the company delivers IT enterprise solutions, manages large-scale, mission-critical IT programs and provides mission support services.

General Dynamics Information Technology is one of four business units of the General Dynamics Information Systems and Technology business segment. Headquartered in Fairfax, Va., General Dynamics Information Technology has major offices worldwide.

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