

## HOW TO DO BUSINESS WITH THE U.S. ARMY SPACE AND MISSILE DEFENSE COMMAND

The Army Space and Missile Defense Command relies on industry, non-profit organizations, universities, and Government laboratories to perform its mission through contracts, grants, cooperative agreements and other transactions. It fully supports the national policy of positive and continuing efforts to encourage all small business concerns, including Small Disadvantaged Businesses (SDB), Woman-Owned Small Businesses (WOSB), Service-Disabled, Veteran-Owned Small Businesses (SDVOSB), Historically Underutilized Business Zone (HUBZone) Small Businesses and Historically Black Colleges and Universities and Minority Institutions (HBCU/MI), to participate and share in these acquisitions.

The SMDC strives to place a fair proportion of its total procurement dollars for supplies and services with small businesses. Command Small Business personnel are available to assist small business firms in becoming familiar with the SMDC organization and provide counseling and guidance related to the small business programs. The Small Business Office will also assist you in understanding the procurement procedures and provide information on subcontracting opportunities to advance the growth and development of small businesses and HBCU/MIs in becoming competitive contractors.

These guidelines provide a simplified procedure for doing business with the Army SMDC. The Associate Director for Small and Disadvantaged Business Utilization (SADBU) acts as the Army SMDC point of contact and will respond to your inquiries and provide any business counseling that you may require.

We welcome the opportunity to assist the small business community in pursuing SMDC procurement opportunities.

## STEPS TO TAKE IN DOING BUSINESS WITH THE U.S. ARMY SPACE AND MISSILE DEFENSE COMMAND

**STEP 1:** Review SMDC's web site: <http://www.smdc.army.mil>. Become familiar with the organization structure. Click on Business and review contract information.

**STEP 2:** Call or write to the SMDC Small and Disadvantaged Business Utilization Office:

U.S. Army Space and Missile Defense Command  
ATTN: SMDC-SB  
P.O. Box 1500  
Huntsville, AL 35807-3801  
(256) 955-3412 or Toll Free: 866-260-8428

or for SMDC-CS actions:

U.S. Army Space and Missile Defense Command-  
Colorado Springs  
ATTN: SMDC-CM-S  
350 Vandenberg St.  
Peterson Air Force Base, CO 80914-4912  
(719) 554-1960

**STEP 3:** Discuss your company's capabilities and interests with the Small Business Staff. Request an SMDC organization chart. Request status of procurements in which you are interested.

**STEP 4:** Frequently review the FEDBIZOPPS web site at <http://www.fedbizopps.gov> for contracting and subcontracting opportunities.

**STEP 5:** Be alert to announcements of Industry Briefings, Business Opportunity Conferences, and Trade Fairs in your area. Make it a point to participate whenever possible. This is an excellent opportunity to meet with technical and/or acquisition personnel who are searching for qualified firms that may serve to support their mission requirements.

**STEP 6:** Follow-up with the SADBU office. Update your capabilities and address, if necessary.

**Note:** Be sure your CCR/PRO-Net information is up-to-date and accurate.

# Doing Business with The U.S. Army Space and Missile Defense Command (USASMDC)



## Small and Disadvantaged Business Utilization Office (SADBU)

## SMDC SMALL AND DISADVANTAGED BUSINESS UTILIZATION (SADBU) OFFICE

Located in room 1023  
at Von Braun Complex, Bldg. 5220  
Redstone Arsenal, Alabama 35898  
Phone: (256) 955-3412 Fax: (256) 955-2654  
Toll Free: 866-260-8428

Associate Director, Mr. John Ralls, Jr.  
Email: john.ralls@smdc.army.mil  
Small Business Specialist, Ms. Christina Ryan  
Email: christina.ryan@smdc.army.mil

Access to SADBU via the Internet

<http://www.smdc.army.mil/SADBU/SADBU.html>  
The site contains a wealth of information on the sub-  
jects listed below:

- How to Do Business
- News
- Acquisition Forecast
- Contracts Office
- Programs
- Resources
- Conferences
- Links to other procurement related sites.

Outreach Program Areas:

- Small Business
- 8(a)/Small Disadvantaged Business (SDB)
- Woman-Owned Small Business (WOSB)
- Veteran-Owned, and Service Disabled Small Business (VOSB & SDVOSB)
- Historically Underutilized Business Zone (HUBZone) Small Business
- Historically Black Colleges and Universities/ Minority Institutions (HBCU/MI)

Other DOD Programs:

- Mentor-Protégé Program
- Indian Incentive Program
- Small Business Innovation Research
- Small Business Technology Transfer

## SMDC'S MISSION

The U.S. Army Space and Missile Defense Command (SMDC) is the Army Service Component to the U.S. Strategic Command, one of the Unified Commands. SMDC missions are global in nature and provide space operations, information operations, global strike, integrated missile defense and C4ISR (command and control, communications, computers, intelligence, surveillance and reconnaissance).

The command ensures Army warfighters have access to space assets and products to win decisively and with minimum casualties and effective missile defense to protect our nation as well as our deployed forces and those of our friends and allies.

SMDC, headquartered in Arlington, Va., oversees a number of Army elements around the globe to accomplish its challenging and diverse mission.

- The U.S. Army Space and Missile Defense Command–Colorado Springs, Colo., supports the warfighter with long-haul satellite communications. SMDC–CS also manages the Army's astronaut detachment at the Johnson Space Center in Houston, Texas.
- The Space and Missile Defense Technical Center in Huntsville, Ala., is the research and development element of the command. The center executes space and missile defense and directed energy research and development programs.
- The Space and Missile Defense Battle Lab in Huntsville, Ala., and Colorado Springs, Colo., links the technologist and the warfighter through experiments simulating modern battlefield conditions, using sophisticated computer simulations, interfaces and networks.
- The Ground-based Midcourse Defense (GMD) TRADOC System Manager in Arlington, Va., and Huntsville, Ala., integrates and manages GMD user activities within the Army. It serves as a single Army user representative and advocate in the development of the land-based GMD system.

- The Office of Technical Integration and Interoperability in Huntsville, Ala., manages the research, development, test and evaluation of advanced technology supporting integration and interoperability for space and missile defense.
- The Space and Missile Defense Test and Evaluation Center in Huntsville, Ala., centralizes the command's test facility management and includes:
  - the Ronald Reagan Ballistic Missile Defense Test Site, Kwajalein Atoll, which serves as the national center for ballistic missile testing and space-object tracking
  - the High Energy Laser Systems Test Facility (HELSTF), White Sands Missile Range, N.M., which serves as a national center for high-energy laser research, development, testing and evaluation
  - Fort Greely, Alaska, the initial GMD deployment site

