



**Defense Microelectronics Activity (DMEA)
Small Business Office (SBO)/
Office of Small Business Programs (OSBP)**



Introduction

The Defense Microelectronics Activity (DMEA) is a Research and Development (R&D) laboratory facility that was established by the Deputy Secretary of Defense as the Department of Defense (DoD) Center for microelectronics technology, acquisition, transformation, and support. DMEA is comprised of highly specialized engineering facilities and microelectronics engineers who work in close partnership with the major defense contractors and the semiconductor industry to provide support for fielded systems across all major U.S. military organizations. DMEA executes its mission to provide vital parts and services in innovative ways to meet the needs of the DoD and enable the Warfighter. DMEA is located in McClellan, CA, has over 200 employees, and is the DoD's leading authority on microelectronics.

DMEA Mission: The mission of the Defense Microelectronics Activity is to deliver microelectronics solutions to meet the needs of the Department of Defense.

- **DMEA SBO/OSBP Mission Statement:** The mission of the DMEA SBO/OSBP is the direct support of the Department of Defense needs by advocating for small businesses that contribute to national security and U.S. economic power in the area of microelectronics and related technologies.

DMEA Vision: The vision of the Defense Microelectronics Activity is to be the trusted technical source for microelectronics solutions within the Department of Defense.

- **DMEA SBO/OSBP Vision:** Maximizing small business opportunities through innovation and advanced technology microelectronics solutions.

What DMEA Purchases: DMEA purchases research & development/technology; engineering and other technical consulting services; electronics and semiconductor-related device manufacturing; IT-related supplies and services; laboratory, scanner, test, & x-ray equipment; lab and facility renovations/upgrades; and facilities support services: landscape maintenance, janitorial, security, plumbing, HVAC, roofing, painting, etc.

DMEA procures under a variety of NAICS codes: 238290, 325-120/510, 332510, 333-242/314/994, 334-210/290/418/419/515/516/517, 337-211/214, 513210, 519130, 522320, 541-219/690/710/990, 561-612/621/730, 562910, 811-219/310, and more.

The following is a ranking of DMEA's top ten NAICS code by total dollars obligated from FY 2018 to FY 2022.



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Top 10 NAICS Codes*

1	541330	Engineering Services
2	334413	Semiconductor and Related Device Manufacturing
3	541519	Other Computer Related Services
4	541513	Computer Facilities Management Services
5	541713	Research and Technology in Nanotechnology
6	541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)
7	511210	Software Publishers (replaced with 513210)
8	561210	Facilities Support Services
9	334111	Electronic Computer Manufacturing
10	221122	Electric Power Distribution

*SAM.gov Data Reports

How to do Business with DMEA

- Determine if your business is a good fit for DMEA – Do your homework
 - Visit our website: <https://www.dmea.osd.mil/> (currently under construction)
 - Search for past awards:
 - Federal Procurement Data System-Next Generation for past contract awards, https://www.fpds.gov/fpdsng_cms/index.php/en/
 - USA Spending.gov, <https://www.usaspending.gov/>
 - SAM Contract Data Reports, <https://sam.gov/content/contract-data>
 - Search for DMEA’s current opportunities
 - SAM.gov, <https://sam.gov/content/opportunities>
 - ❖ Select *Advanced Search*, drop down *Federal Organizations* and input DMEA’s code: 9771
 - Email DMEA’s SBO to request a copy of DMEA’s Annual Procurement Forecast
- Do you have government contracting experience; adequate cash flow; inventory; working capital; and bonding to fulfill a contract?
 - Yes?
 - Define your Products and/or Services, North American Industry Classification System (NAICS) Codes, <https://www.census.gov/naics/>
 - Register your entity in SAM.gov and get a Unique Entity ID (UEI), <https://sam.gov/SAM/>
 - Register in the Small Business Administration’s (SBA) Dynamic Small Business Search (DSBS) (accessed via SAM) and update on a regular basis
 - Get Certified with the SBA, <https://www.sba.gov/federal-contracting>
 - Pursue IT-related supplies and services contracting vehicles as a prime or subcontractor. DMEA utilizes the following vehicles:
 - ❖ DoD Enterprise Software Initiative (ESI), <https://www.esi.mil/>
 - ❖ NASA Solution for Enterprise-Side Procurement (SEWP), <https://www.sewp.nasa.gov/>
 - ❖ Army Computer Hardware Enterprise Software and Solutions (CHES), <https://chess.army.mil/>



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- Pursue becoming a GSA Multiple Award Schedule (MAS) contractor, <https://www.gsaadvantage.gov>
- Accept Government Purchase Cards (GPC)
- Market your business by developing quality marketing materials
 - ❖ SBA Profile – DSBS
 - ❖ Capabilities Statement
 - ❖ Business cards
 - ❖ Website
- Build relationships with DoD Small Business Professionals, <https://business.defense.gov/Work-with-us/Military-Departments-and-Defense-Agencies/>
- Participate in procurement-related events
- Look for opportunities on SAM.gov, <https://sam.gov/content/opportunities>
 - ❖ Respond to Sources Sought, Request for Information (RFI), & Pre-Solicitation notices
- Identify Federal prime contractors for subcontracting
 - ❖ SBA's Sub-Net, https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
 - ❖ Find Government Business POC for large primes in their SAM Profiles
 - ❖ Visit prime contractor's websites to sign up as a vendor and for outreach events
 - ❖ Market to the Small Business Liaison Officers (SBLO) or Diversity Manager
- Get Technical Assistance from Local Small Business Resources
 - ❖ The U. S. Small Business Administration (SBA), <https://www.sba.gov/>
 - ❖ Apex Accelerators (formerly PTAC): <https://www.apexaccelerators.us/>
- For more information on how to do business with the DoD, <https://business.defense.gov/Small-Businesses/Marketing-to-DoD/>

DMEA Prime Contracting Opportunities: Search for postings on SAM.gov, <https://sam.gov/content/opportunities>, select *Advanced Search*, drop down *Federal Organizations* and input DMEA's code: 9771.

DMEA Subcontracting Opportunities: DMEA's Advanced Technology Support Program IV (ATSP4) Indefinite Delivery, Indefinite Quantity (IDIQ) contract vehicle is designed to resolve problems with obsolete, unreliable, unmaintainable, underperforming, or incapable electronics hardware and software through development of advanced technology insertions and applications to meet the requirements of the DoD for a quick reaction capability. ATSP4 details are as follows:

- ATSP4 Full & Open (FO): Awarded 31 Mar 2016 with a potential 10-year ordering period and a max ceiling of \$17.471B.
 - ❖ Awardees: BAE Systems, Boeing, Cobham, General Dynamics, Honeywell, Lockheed, Northrop Grumman, and Raytheon



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Please contact the DMEA SBO/OSBP Director for information regarding the prime contractor Points of Contact (POC) on the ATSP4 FO for potential subcontracting opportunities.

SBIR/STTR Programs: The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs are highly competitive awards-based programs that encourage domestic small businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization.

Direct questions regarding the DMEA SBIR/STTR Program to osd.mccllellan-park.dmea.list.smbus@mail.mil. Questions regarding DMEA-specific topics for active Broad Agency Announcements (BAA) are permitted through direct contact with the DMEA Technical Points of Contact (TPOC) listed on the <https://www.dodsbirsttr.mil/submissions/> during the Pre-Release Period. During the Open Announcement Period until two weeks prior to the Close date, questions are only permitted to be submitted through the <https://www.dodsbirsttr.mil/topics-app/> page. For more information on the DoD SBIR/STTR Program, current BAA releases and past DMEA topics, please visit <https://www.defensesbirsttr.mil/>.

CRADA: The U.S. Congress established Cooperative Research and Development Agreements (CRADAs) to help facilitate the timely transfer of technology from government laboratories, such as DMEA, to the private sector, other government agencies (both state and Federal), and academia. A convenient, flexible, and powerful vehicle, CRADAs allow access to DMEA's extensive microelectronics capabilities, including its highly skilled workforce and laboratory. For those of you interested in CRADAs with DMEA, please contact the T2/ORTA Program Manager (PM) at osd.mccllellan-park.dmea.mbx.orta@mail.mil.

Points of Contact: Ms. Kristan Ingebretsen is the DMEA SBO/DoD OSBP Component Director and Mr. Tien Dang is the Acting SBIR/STTR Program Manager. Please email either of them at osd.mccllellan-park.dmea.list.smbus@mail.mil for questions regarding DMEA's Small Business and SBIR/STTR Programs. In addition, you are encouraged to email your firm's Capabilities Statement for inclusion in DMEA's vendor database and dissemination within DMEA to offices and individuals who make acquisition decisions and/or to request a copy of DMEA's Annual Procurement Forecast.