The contacts and tips in this guide can put you on the path to federal contracting success!

Michigan Defense Center

ONLINE RESOURCE GUIDE for DoD Contracting

www.ArsenalofInnovation.com

The Michigan Defense Center Resource Guide will help you and your company explore ways to expand your portfolio, protect your business from cyclical downturns and grow your bottom line.

Defense/Defense Aerospace/Homeland Security contracting isn’t easy, but it is lucrative. Michigan’s defense eco-system and the state and federal resources available to you can position your Michigan company to take advantage of this market.
DEFENSE CONTRACTING 1,2,3’s

WHY TO GET STARTED

Why Get Into Defense Contracting?
- Diversify your portfolio to reduce risk and weather economic downturns
- Create opportunities for steady work and revenue
- Defense, defense aerospace and homeland security cross over into every industry
- Grow your business

Michigan Defense Industry 2019
- 4,000 Defense Suppliers
- 1,000 Prime Contractors
- $6.6 Billion Defense Contracts
- 155,000 Defense Related Jobs
- $24 Billion Total Economic Activity

Getting Started
There are three main paths to get into defense contracting.
- Become a Subcontractor to provide your goods or services to a company that already has a contract with the federal government
- Get a federal contract through Other Transaction Authorities (OTAs) to develop, prototype or produce your innovative idea
- Provide your goods or services directly to the federal government as a Prime Contractor

Whatever path you take to win a federal contract or become part of the federal supply chain, you must first do the 3 following things below.

HOW TO GET STARTED

Become a Defense Contractor by Completing These First 3 Steps

1. Register your company with the U.S. government through the System for Award Management (SAM) at www.sam.gov. SAM is a federal government-owned and operated website that allows companies to register and do business with the U.S. government. You must complete your SAM registration in order to bid on federal contracts, work as a federal contractor, or apply for federal grants.

2. Connect with your local Procurement Technical Assistance Center (PTAC) at www.ptacofmichigan.org to receive free or low-cost support for entering the federal supply chain such as individualized business counseling, training, registration and certifications, bid proposals, and matchmaking.

3. You also need to comply with NIST 800-171, a federal cybersecurity requirement. This requirement ensures that government contractors are able to protect the confidentiality of Controlled Unclassified Information (CUI). Contact your local Procurement Technical Assistance Center (PTAC) at www.ptacofmichigan.org or the Michigan Manufacturing Technology Center (MMTC) at www.the-center.org or the University of Michigan Economic Growth Institute at https://econgrowth.umich.edu/dcap/ to learn more about and receive assistance with NIST compliance.

Download the full version of the Online Resource Guide at www.ArsenaloFInnovation.com
The Michigan Defense Center extends special thanks to its partners for their help in creating this guide.
Introduction
The Michigan Defense Center created this resource guide for Michigan companies and innovators who are interested in doing business with the Department of Defense (DoD) and Department of Homeland Security (DHS). The purpose of the guide is to provide information on the various organizations, tools and other resources available locally and at the state or national level that can help you win federal contracts. These resources are free or available at a low cost for Michigan companies.

No matter what you make or provide, opportunities are available in the federal system to grow your business.

Why Get Into Defense Contracting?
- Diversify your portfolio to reduce risk and weather economic downturns
- Create opportunities for steady work and revenue
- Defense, defense aerospace and homeland security cross over into every industry
- Grow your business

About the Michigan Defense Center
https://www.michigandefensecenter.com/
The Michigan Defense Center, an operation of the Michigan Economic Development Corporation (MEDC), is the lead voice for Michigan’s defense and homeland security economy. It has galvanized 35 academic institutions and local, state, and economic development organizations to become partners in protecting and growing the defense assets and industry in the state. The tools and resources that the Michigan Defense Center has developed to assist Michigan businesses such as the Bid Targeting System (BTS) and Proposal Writing Services (PWS) has resulted in 268 new Michigan small businesses becoming engaged in the defense industry. Since 2015, over $494 million in federal contracts have been awarded to Michigan businesses with the support of PWS grant funding and pre-qualified proposal writers, with an additional $6.6 million in pending awards in FY20.
Getting Started

There are three main paths to get into defense contracting. Perhaps the easiest way to enter the federal supply chain is to become a **Subcontractor** where you provide your goods or services to a company that already has a contract with the federal government. If you have an innovative idea that you would like to develop, prototype or produce, you can get a federal contract through **Other Transaction Authorities (OTAs)**. Finally, you can become part of the federal supply chain by providing your goods or services directly to the federal government as a **Prime Contractor**. Whatever path you take to win a federal contract or become part of the federal supply chain, you must first do the following things:

1. **Register your company with the U.S. government through the System for Award Management (SAM)** at [https://sam.gov/SAM/](https://sam.gov/SAM/). SAM is a federal government-owned and operated website that allows companies to register and do business with the U.S. government. You must complete your SAM registration in order to bid on federal contracts, work as a federal contractor, or apply for federal grants.

2. **Comply with NIST 800-171**, a federal cybersecurity requirement. This requirement ensures that government contractors are able to protect the confidentiality of Controlled Unclassified Information (CUI). Contact your local Procurement Technical Assistance Center (PTAC) at [http://www.ptacofmichigan.org/](http://www.ptacofmichigan.org/), the Michigan Manufacturing Technology Center (MMTC) at [https://www.the-center.org/](https://www.the-center.org/) or the University of Michigan Economic Growth Institute at [https://economicgrowth.umich.edu/dcap/](https://economicgrowth.umich.edu/dcap/) to learn more about and receive assistance.

3. **Connect for success** in winning bids. Contact your local Procurement Technical Assistance Center (PTAC) at [http://www.ptacofmichigan.org/](http://www.ptacofmichigan.org/) to receive free or low-cost support for entering the federal supply chain such as individualized business counseling, training, registration and certifications, bid proposals, and matchmaking. The Bid Targeting System (BTS) is a free tool for Michigan companies that provides information on relevant bid opportunities. Visit [https://www.bidtarget.org/login](https://www.bidtarget.org/login) for more information and to register.

Matchmaking and networking are important activities to engage in for success in the federal supply chain. This guide provides information on organizations that host events throughout the state to connect companies with each other. See the “Matchmaking and Networking” sections for details.
Other Resources

International Military Sales

Another way to engage in defense contracting is by selling equipment, software or technology to foreign governments or other foreign customers. International military sales have been consistently increasing over the years due to bilateral agreements the United States has put in place with other countries. Participating in international sales can help a company further diversify its defense portfolio by providing an alternate source of revenue.

To get you started, this guide provides basic information on export controls, links to international business opportunities, and resources for international networking and matchmaking. See the “International Sales” section for more information.

First Steps

System for Award Management (SAM)
https://sam.gov/SAM/
SAM is a federal government-owned and operated website that allows companies to register and do business with the U.S. government. You must complete your SAM registration in order to bid on federal contracts, work as a federal contractor, or apply for federal grants. Go to https://sam.gov/SAM/ to create a user account, or update or renew an entity registration.

NIST Compliance Resources

Michigan Manufacturing Technology Center (MMTC)
https://www.the-center.org/
MMTC offers personalized consulting services that enable Michigan manufacturers to work smarter, compete and prosper. The center works to develop more effective business leaders, drive product and process innovation, assist with navigating through governmental regulations, promote company-wide operational excellence and fosters creative strategies for business growth and greater profitability. MMTC also assists companies in developing programs for and complying with:

- NIST 800-171 - Cybersecurity Compliance
  - In 2018 the DoD issued cybersecurity-related requirements for government contractors in order to protect the confidentiality of Controlled Unclassified Information (CUI) in non-federal systems and organizations. If you are a government contractor, failure to meet these requirements can result in the loss of your contracts.

- AS 9100 - Quality management standards for the Aerospace, Space & Defense (ASD) industry
  - This standard provides suppliers with the requirements for creating and maintaining a comprehensive quality system for providing safe and reliable products to the ASD industry, as well as civil & military aviation requirements. “AS9100 Certified” means an organization has met the requirements of AS9100D.

Visit https://www.the-center.org/ to learn more about MMTC and for a complete list of services.
Defense Cybersecurity Assurance Program (DCAP)
https://economicgrowth.umich.edu/dcap/
The University of Michigan's Economic Growth Institute Defense Cybersecurity Assurance Program (DCAP), through grant funding from the Department of Defense, is supporting defense contractors across the supply chain in several ways. First, by offering expert cybersecurity consulting services and funding to assist companies in achieving DFARS 252.204-7012 compliance. In addition DCAP is mapping resources and technologies capable of supplying critical cyber products and services and hosting educational seminars about what cybersecurity compliance looks like today, changes coming, and what resources are available to SME's to assist in the process. For more information, visit https://economicgrowth.umich.edu/dcap/.

Procurement Technical Assistance Centers (PTACs) of Michigan
http://www.ptacsofmichigan.org/
The mission of the PTAC is to enhance the national defense and economic development of the State of Michigan by helping area businesses secure local, state and federal contracts. The PTAC staff are trained contracting specialists and will help your company obtain the most current and relevant information available. The PTAC will provide insight into the research process and coach you in the use of information obtained. PTAC is a regionally-designated program. Please refer to the website http://www.ptacsofmichigan.org/ to locate your PTAC office.

PTACS provide assistance with the following:
- Individualized business counseling
- Support with bid proposals
- Information on all government levels
- Identification of bid opportunities
- Registrations & certifications
- Training events
- Networking/matchmaking events
- Federal Acquisition Regulations (FAR)
- Procurement award history

Networking
Several national defense-related professional organizations have chapters in Michigan. These organizations provide a good means for networking and professional development.

Association of the United States Army (AUSA)
https://www.ausaarsenalofdemocracy.org/
The AUSA is a non-profit professional organization that acts as the advocate for the United States Army. It is the voice for soldiers and government civilians, which includes Active Army members, National Guard, Army Reserve, cadets, retirees, veterans, and their families. The organizations also represent businesses and individuals who wish to advance the interests of the men and women serving the United States. The Arsenal of Democracy Chapter, headquartered in Centerline, Michigan, was chartered in 1959. The Chapter is made up of both Individual and Corporate members and represents the entire state of Michigan. Visit https://www.ausaarsenalofdemocracy.org/ for more information.

Defense Entrepreneurs Forum (DEF)
https://www.def.org/
DEF is an all-volunteer, non-profit organization whose purpose is to promote a culture of innovation in the national security community. It does this by convening events to inspire, connect and empower individuals and companies. DEF currently has chapters in Detroit and Ann Arbor. Visit https://www.def.org/ for more information on the organization and events.
**National Defense Industrial Association (NDIA)**

https://www.ndia.org/

The National Defense Industrial Association (NDIA) is a non-partisan, non-profit educational association founded to educate its members on all aspects of national security. NDIA provides a platform through which leaders in government, industry and academia can collaborate and provide solutions to advance the national security and defense needs of the nation. NDIA convenes events and forums for the exchange of ideas, which encourage research and development, and routinely facilitates analyses on the complex challenges and evolving threats to our national security. It is comprised of about 1,700 corporate and 70,000 individual members.

The NDIA Michigan Chapter supports the government-industry team in the state by providing networking, matchmaking, and program and technology-focused events including the Michigan Defense Exposition (MDEX). The Chapter is also active in supporting future scientists and engineers through STEM-related scholarships, competition support, and activities. Visit [https://www.ndia.org/](https://www.ndia.org/) for more information.

**Women in Defense (WID) – Michigan Chapter**

https://www.wid-mi.org/

Women in Defense (WID) Michigan Chapter is a non-profit professional networking and development organization for women and men across the state who contribute to national defense and security. The organization is an affiliate of National Defense Industrial Association (NDIA). WID cultivates the advancement of women leaders in government, defense and national security professions. The Michigan Chapter also seeks to provide its members with professional development, networking and educational opportunities. Visit [https://www.wid-mi.org/](https://www.wid-mi.org/) for more information.

**Air Force Association**

https://www.afa.org/

The Air Force Association (AFA) is a volunteer-led organization that works to communicate key national security issues at the national, state, and local levels. AFA receives top-level support from the Secretary of the Air Force, Chief of Staff of the Air Force, Chief Master Sergeant of the Air Force, Director of the Air National Guard, and Chief of the Air Force Reserve to fulfill this goal. Over 200 chapters across the country drive community awareness about the impact of the Air Force through a variety of programs including conferences, aerospace education initiatives and advocacy efforts with Congressional leaders. Visit [https://www.afa.org/](https://www.afa.org/) for more information.

**Matchmaking**

The Michigan Defense Center partners with business assistance organizations create programs or host events that connect companies with suppliers. Here is a list of organizations that offer regular matchmaking opportunities.

**Pure Michigan Business Connect (PMBC)**

PMBC is a free service offered by the Michigan Economic Development Corporation (MEDC) that brings small to medium-sized Michigan businesses together with local, national and global companies for supply chain sourcing opportunities. Visit the PMBC website for more information or to sign up for a matchmaking event: [https://www.michiganbusiness.org/services/pure-michigan-business-connect/](https://www.michiganbusiness.org/services/pure-michigan-business-connect/)
Procurement Technical Assistance Centers (PTACs) of Michigan
PTACs of Michigan sponsor conferences and matchmaking events for small business vendors to connect with government agency and prime contractor buyers. Visit the website for the calendar of events throughout the state: http://www.ptacsofmichigan.org/

Michigan Manufacturing Technology Center (MMTC)
The Michigan Manufacturing Technology Center (MMTC) offers a Proud to Manufacture in Michigan (PTMIM) program that connects companies with suppliers that manufacture within the state. MMTC provides free customized lists of potential suppliers to its clients. Go to www.the-center.org/Our-Services/Growth/Matchmaking for more information and a free assessment.

National Defense Industrial Association - Michigan Defense Exposition (MDEX)
The Michigan Chapter of the National Defense Industrial Association (NDIA) hosts the Michigan Defense Exposition (MDEX) annually in May. The conference offers a comprehensive program briefing, one-on-one meetings with buyers and original equipment manufacturers (OEMs), matchmaking and training opportunities, and industry exhibits and demonstrations. Go to http://www.ndiamich.org/events/upcoming-events for more information on MDEX and other events.

Subcontractor Resources
The easiest way to enter the federal supply chain is to become a Subcontractor where you provide goods and services to companies that already have contracts with the federal government. Here are some resources to help you get connected with these Prime Contractors.

Register Your Company with Prime Contractors
Some large Michigan companies that regularly do business directly with the government have offices that actively seek suppliers. Below are information and links to these companies where you can learn more about their processes and register your business:

General Dynamics Land Systems, headquartered in Sterling Heights, is a global leader in manufacture of tracked and wheeled military vehicles. The Abrams main battle tank, the family of Stryker and LAV wheeled combat vehicles, and the AJAX armored fighting vehicles are at the heart of Land Systems' military vehicle platforms. For more information and to register as a supplier go to: https://www.gdls.com/suppliers/doing-business-with.html

BAE Systems, Inc. is an international defense, aerospace and security company that delivers a full range of products and services for air, land and naval forces, as well as advanced electronics, security, information technology solutions and customer support services. The company's combat vehicle headquarters is located in Sterling Heights. To register as a supplier go to: https://baesystems.hicx.net/bae/hicxesm-portal/app/discovery-login.html

Oshkosh Corporation is an American industrial company that designs and builds specialty trucks, military vehicles, truck bodies, airport fire apparatus and access equipment. Located in Warren, Oshkosh Defense is a global leader in the design, production and sustainment of tactical military vehicles and mobility systems. For more information and to become part of the Oshkosh Supplier Network, go to: https://osn.oshkoshcorp.com/
DoD Mentor-Protégé Program (MMP)
https://business.defense.gov/Programs/Mentor-Protege-Program/
The DoD Office of Small Business Programs operates a mentor-protégé program (MMP) to help eligible small businesses develop technical capabilities and expand their footprint in the military supply chain. At the same time mentor firms use the MPP to fill unique niches and as part of their sourcing plans. As a result small businesses and larger companies are able to partner to form winning relationships with each other and the DoD. Under the program protégé firms have added about 13 new full-time employees to their payroll and earned $7.3 million in additional revenue for each year of participation. Mentor companies receive reimbursement for costs associated with developmental assistance or credit toward small disadvantaged business goals. For more information and eligibility requirements go to https://business.defense.gov/Programs/Mentor-Protege-Program/.

U.S. Army Tank-automotive & Armaments Command (TACOM) Office of Small Business Programs (OSBP)
https://www.tacom.army.mil/sbo/
TACOM unites a community of Army organizations into an “enterprise” that focuses on soldier and ground systems throughout the entire acquisition life cycle of those systems from concept development to engineering, manufacturing, deployment, operations, and disposal. TACOM has several long term contracts with many prime contractors. The OSBP works to ensure that a fair share of contract awards are placed with small businesses by offering contractor counseling on business opportunities. For more information visit https://www.tacom.army.mil/sbo/.

Reverse Engineering Projects for Diminishing Manufacturing Sources and Material Shortages (DMSMS)
https://automationalley.com/Home.aspx
DMSMS is the loss of resources and material needed to build, maintain and operate warfighting equipment. In recent years, the U.S. Defense Industry has shifted its focus from producing new weapons, vehicles and other defense systems to sustaining existing systems. However, many of the original suppliers and manufacturers of the various parts that make up these systems are no longer in business or have ceased to supply needed parts.

In cases where the original supplier or manufacturer of a part needed by US Armed Forces is no longer in business, the technical data needed to continue manufacturing that part is often lost or is only available at a high price. In these cases, Automation Alley can identify companies that are capable of reverse engineering the parts and developing a corresponding technical data package and prototype. Automation Alley has a current contract with the Army Contracting Command - Warren for dealing with obsolescence and DMSMS issues. The contract is available to all services, other government agencies (both U.S. and non-U.S.), and customer organizations throughout the Department of Defense (DoD). If your company is interested in a reverse engineering DMSMS project, please contact us at info@automationalley.com.
Other Transaction Authority (OTA) Resources

https://aida.mitre.org/ota/

OTAs are procurement instruments other than contracts, grants, or cooperative agreements. The DoD uses OTAs to access innovative research and development from non-traditional contractors or traditional contractors when statutory requirements are met. OTAs provide flexibility that allows for increased speed, flexibility, and accessibility for research and prototyping activities than permitted under statutes and regulations that apply to traditional FAR based contracts. OTA agreements may be fixed-price, expenditure based, or hybrid. Learn more about Other Transaction Authority (OTA) at https://aida.mitre.org/ota/.

Numerous Other Transaction (OT) consortia exist to connect highly innovative companies with their respective government sponsors including Office of the Secretary of Defense (OSD), Air Force, Army, Navy, Defense Logistics Agency (DLA), Department of Homeland Security (DHS), Customs and Border Patrol (CBP), and the National Geospatial-Intelligence Agency (NGA). Learn more about each consortium at https://aida.mitre.org/ota/existing-ota-consortia/.

Michigan-based OT Consortia

National Advanced Mobility Consortium (NAMC)

https://www.namconsortium.org/

Based in Ann Arbor, NAMC is an established, independent, membership-based, nationwide alliance of traditional and nontraditional United States companies, academic institutions, and other organizations involved in research & development, prototyping and production of the complete range of manned and unmanned ground vehicle system (GVS), sub-system, and component technologies. The NAMC mission is to provide the government with ready, quality access to innovators dedicated to the development of manned and unmanned autonomy-enabled military technologies for the U.S. Warfighter.

For over a decade, the NAMC has been serving the DoD as an industry partner providing fast, flexible, innovative and agile acquisition solutions. The Ground Vehicles Service Center (GVSC) and the Next Generation Combat Vehicle Cross Functional Team (NGCV CFT) are our primary government stakeholders and partners also based in Michigan.

NAMC membership is open to all vetted traditional and nontraditional, large and small, for-profit companies, academic institutions and non-profit organizations with in-house technical expertise in GVS and related technologies, and a U.S. presence. Learn more about NAMC at https://www.namconsortium.org/.

Defense Automotive Technologies Consortium (DATC)

http://datc.saeitc.org/

Based in Troy, DATC’s objective is to provide members from private industry, not-for-profit and academia opportunities to develop and transition advanced automotive technologies to all branches of military and government agencies. Learn more about DATC at http://datc.saeitc.org/. Focus areas of automotive technology include:

- Automotive Cybersecurity
- Vehicle Light Weighting
- Connected Vehicles
- Propulsion Technologies

- - Vehicle Safety Technologies
- - Autonomous Vehicles and Intelligent Systems
- - Advanced Energy Storage Technologies
- - Active Suspension Technologies
Prime Contractor Resources

One way to do business in the federal system is to bid directly on federal contract opportunities and become a Prime Contractor. Here are resources to help you get started, or increase your competitiveness in winning direct contracts.

Big Targeting System (BTS)
https://bidtarget.org/login

BTS is an online tool sponsored by the Michigan Defense Center and offered at no cost to all Michigan companies. It identifies and prioritizes federal contract opportunities for companies. The platform also scores companies the way a federal contracting officer would, giving small and medium-sized contractors the same advantages that large primes derive from their in-house experts. BTS is a useful resource for companies with government contract experience and those that have not yet entered the federal supply chain. Visit https://bidtarget.org/login to register for a free BTS account.

Michigan Defense CyberSmart Program
https://bidtarget.org/login

Need Help Becoming Defense Cybersecurity Compliant? The Michigan Defense CyberSmart Program Can Help Your Company!

Michigan Defense CyberSmart is a comprehensive program to support Michigan companies meet the new federal cybersecurity requirements (DFARS 252.204-7012 compliancy) that need to be met to continue working as a defense contractor. This program is offered by the state of Michigan by the Michigan Defense Center through the Bid Targeting System, and is available to only Michigan companies.

Login to your BidTarget.org account to access the step-by-step details of Michigan Defense CyberSmart Program Guide and submit your application. Feel free to reach out to as many vendors on the Vendor Referral List until you find that one that best meets your cybersecurity needs.

The Michigan Defense Center is excited to be offering such a comprehensive program to assist our Michigan companies in becoming cybersecurity compliant. We look forward to working with you!

Click here for more information. View the CyberSmart Flyer and www.bidtarget.org
Proposal Writing Services (PWS)
https://bidtarget.org/login
The Michigan Defense Center offers a Proposal Writing Services (PWS) grant program to assist Michigan companies in writing a winning bid response to a Department of Defense (DoD), Department of Homeland Security (DHS), or GSA Schedule contract opportunity. Grant funds are leveraged to subsidize the cost of proposal writing services contracted through one of the Michigan Economic Development Corporation (MEDC) pre-qualified bid-writing firms. Based on the information provided by the applicant, the Michigan Defense Center will determine the amount of funding offered, not to exceed 50 percent or $10,000. Visit https://bidtarget.org/login to apply for grand funding and explore pre-qualified proposal writing vendors.

Defense Acquisition University (DAU)
https://www.dau.edu/industry-support/p/doing-business-with-the-department-of-defense#section-get-started
DAU is a corporate university of the United States Department of Defense (DoD) offering acquisition, technology, and logistics (AT&L) training to military and Federal civilian staff and Federal contractors. Each fiscal year, the Federal Government awards tens of billions in DoD contracts to small businesses. Click on the link to the DAU website above for information on how to start preparing your business to compete for and win those awards.

Industry Days
An Industry Day is an event held by a government agency to present requirements for equipment or technology to industry representatives. Industry Days are opportunities for the government to express its goals and solicit feedback from companies about a procurement. Industry representatives usually have an opportunity meet one-on-one with program office personnel to ask questions and provide input as well. These events allow companies to get a good understanding of what the government needs, and provide a method for shaping an RFP towards your unique offering. See the Michigan Defense Center’s calendar https://www.michigandefensecenter.com/opportunities/#calendar for any Industry Day events scheduled in the state.

Department of Defense (DoD) Industry Days
https://sam.gov/SAM/
The Department of Defense (DoD) Program Management Office (PMO) conducts Industry Day events to present plans for a current or future procurement to industry. Events are usually held prior to a Request for Proposal (RFP) being released or any major changes in a program. DoD Industry Days are usually announced on the System for Award Management (SAM) https://sam.gov/SAM/.

Department of Homeland Security (DHS) Industry Days
https://www.dhs.gov/dhs-industry-government-activity-calendar
The Department of Homeland Security (DHS) regularly conducts industry engagement activities and procurement events to promote meaningful communications between DHS and industry. DHS posts information about upcoming and past events on its website: https://www.dhs.gov/dhs-industry-government-activity-calendar. The System for Award Management (SAM) announces these events as well: https://sam.gov/SAM/.
International Sales
There are two primary methods a company can do business internationally. One method is through the U.S. Government’s Foreign Military Sales (FMS), which are government-to-government transactions. Another method is Direct Commercial Sales (DCS), which are transactions negotiated directly between the contractor and the foreign customer.

In order to engage in international sales you must first understand U.S. export controls and how they may apply to certain goods. Then you need to register your company and products as needed in order to qualify for business opportunities. Finally, resources are available for mentoring, networking and matchmaking internationally.

Export Controls
Export controls are U.S. laws and regulations that regulate and restrict the release of sensitive equipment, software and technology to foreign nationals within and outside of the United States in order to protect national security interests and foreign policy objectives. The scope of export-controlled items is very broad.

U.S. International Traffic in Arms Regulations (ITAR)
International Traffic in Arms Regulations (ITAR) is a United States regulatory regime that restricts and controls the export of defense and military related technologies. ITAR is administered by the Directorate of Defense Trade Controls (DDTC), which is part of the U.S. Department of State (DOS). All defense contractors that want to participate in international military sales must register with the DDTC. Visit https://www.pmddtc.state.gov/ddtc_public for more information and to register.

U.S. Export Administration Regulations (EAR)
Export Administration Regulations (EAR) are a set of regulations administered by the Bureau of Industry and Security (BIS), which is part of the U.S. Commerce Department. The list of EAR-controlled items, which include commodities, technology and software, is published in the Commerce Control List (CCL). The CCL identifies certain sensitive items and embargoed countries that may necessitate the need for a company to obtain an export license in order to conduct international sales. Visit https://www.bis.doc.gov/index.php/regulations/commerce-control-list-ccl for the complete CCL.

U.S. Office for Foreign Assets Control (OFAC)
The Office of Foreign Assets Control (OFAC) of the US Department of the Treasury administers and enforces economic and trade sanctions based on US foreign policy and national security goals. OFAC publishes sanctions lists comprised of individuals, groups and entities that are owned, controlled by, or acting for or on behalf of targeted countries, terrorists and narcotics traffickers. For more information and to search the sanctions lists visit https://home.treasury.gov/policy-issues/office-of-foreign-assets-control-sanctions-programs-and-information.

United States Munitions List (USML)
The Department of State (DOS) controls the export of defense-related articles and services, which are listed in the United States Munitions List (USML) in accordance with the International Traffic in Arms Regulations (ITAR). Visit https://www.pmddtc.state.gov/ddtc_public?id=ddtc_kb_article_page&sys_id=70757839db30d30044f9f621f961992 for the latest USML updates.
Registrations for International Sales

_Tenders Electronic Daily (TED)_

Tenders Electronic Daily (TED) is an online portal that publishes around 520,000 public procurement notices per year, and assists economic operators with finding business opportunities throughout the European Union. For more information and to register for opportunities visit [https://ec.europa.eu/growth/single-market/public-procurement/e-procurement/tenders-electronic-daily_en](https://ec.europa.eu/growth/single-market/public-procurement/e-procurement/tenders-electronic-daily_en).

Networking for International Sales

_Global Chamber of Commerce_

The Global Chamber of Commerce is a thriving community of professionals, mentors and innovative companies in North America, South America, Europe, Africa and Asia that are taking on the world of global business. The Chamber’s mission is to accelerate cross-border trade and investment in every region of the world by engaging top executives and leaders with warm connections and timely information to grow business, create success and change the world. Visit [https://www.globalchamber.org/](https://www.globalchamber.org/) for more information.
Startup and Small Business Resources

If you have an innovative idea and want to start or grow your small business, there are several organizations that can help you. Here is information on some organizations, events and funding or grant opportunities.

Michigan Small Business Development Center (SBDC)
www.sbdcmichigan.org
The Michigan SBDC assists entrepreneurs and business owners in launching, growing, transitioning and innovating their companies. The center has 11 regional offices and over 20 satellite offices to provide personalized consulting, training and research assistance. Other services include business plan development, market research, capital raising, workshops, technology commercialization, financial management, export strategy, strategic planning, and human resources and organizational development. Visit www.sbdcmichigan.org for more information.

Federal Certifications for Disadvantaged Small Businesses
www.sba.gov
The Small Business Administration (SBA) has several programs to help certain small businesses win their fair share of federal contracts. Through these programs qualified businesses are able to receive business mentoring and education to learn how federal contracting works, compete for exclusive set-aside and sole-source contracts, and partner with established contractors to win contracts. The SBA can help businesses obtain the necessary certifications to participate in these programs. Certifications include: Women-Owned Small Business (WOSB); Service-disabled Veteran Owned Small Business; 8(a) certification for economically, socially and geographically disadvantaged companies; and HUBZone certification for companies located in historically underutilized business zones. Visit www.sba.gov for more information.

VetBiz Central
www.vetbizcentral.org
VetBiz Central is a Michigan-based Veteran Business Outreach Center (VBOC). It assists veterans, active duty, Guard, and Reserve members in forming and expanding their businesses through entrepreneurial training, education, mentoring, counseling, and procurement resources. Visit www.vetbizcentral.org for more information.

PlanetM
www.planetm.com
The Michigan Economic Development Corporation (MEDC) created the PlanetM initiative to connect innovators with the state’s mobility ecosystem. It is a partnership comprised of mobility organizations, communities, educational institutions, research and development organizations, and government agencies that are working together to develop and deploy cutting edge mobility technologies. PlanetM offers two types of grants to mobility companies: the Testing Grant allows for testing technologies at Michigan’s state-of-the-art testing facilities, and the Pilot Grant allows global to deploy their technologies in the state. Visit www.planetm.com for more information.
Air Force Pitch Days  
https://www.afsbirsttr.af.mil/Events/Pitch-Days/  
The Air Force recognizes that many mind-blowing ideas are being birthed in U.S. startup companies. In order to capture these ideas and inspire creativity toward national security challenges, the Air Force SBIR/STTR program hosts Pitch Day events for startups and small businesses. Pitch Days are a combination of product expo and reality series where the most promising developers are selected from an initial review. That group then pitches their ideas live to a team of Air Force experts and defense partners for an opportunity to compete for on-the-spot contracts. Visit https://www.afsbirsttr.af.mil/Events/Pitch-Days/ for more information or see the Michigan Defense Center calendar for any scheduled Pitch Day events in the state.

xTechSearch  
https://www.arl.army.mil/xtechsearch/about.html  
The Army sponsors a recurring competition called xTechSearch as a way to engage with the non-defense business sector and start-up technology companies in order to uncover novel dual-use science and technology solutions. The competition aims to tackle the Army’s most critical modernization challenges supporting the top Army focus areas. It consists of four phases that all eligible participants progress through, starting with white papers and culminating in proof-of-concept demonstrations at the Association of the United States Army (AUSA) conference. Monetary prizes are given to the finalists in each phase. The xTechSearch program also provides resources to eligible small businesses by providing research opportunities with Army labs, and helping make connections to Army subject matter experts that can provide feedback and mentorship on their technology. For more information on the competition visit: https://www.arl.army.mil/xtechsearch/index.html.

Current emerging and new technology focus areas:  
- Long Range Precision Fires  
- Next Generation Combat Vehicle (NGCV)  
- Future Vertical Lift (FVL)  
- Network Hardware, Software & Infrastructure  
- Air & Missile Defense  
- Soldier Lethality  
- Medical Technologies  
- Military Engineering Technologies  
- Manufacturing & Manufacturability Technologies

Modernization in the Motor City  
The U.S. Army Next Generation Combat Vehicle (NGCV) Cross Functional Team (CFT) located at the Detroit Arsenal in Sterling Heights hosts one-on-one sessions with industry, academic, and foreign and domestic defense partners. The purpose of the one-on-one sessions will be for Industry to market its capability, technology, or product to the NGCV CFT that it believes would provide utility to the U.S. Army and its Soldiers specific to Ground Combat Vehicles. These sessions will not be used to discuss specific requirements that have been, or are about to be, officially solicited by the Government. Interested parties should submit a one-page white paper to usurmy.detroit.ccdc-gvsc.mbx.ngcv-cft@mail.mil that describes your product or technology and contains the following information:

a. current relevant customers of your product;  
b. self-assessed maturity level of your product;  
c. why you believe your product would be beneficial to the Soldiers and how its related to Ground Combat Vehicles; and  
d. any cost information associated with your product
National Security Innovation Network (NSIN)
https://www.nsin.us/
The National Security Innovation Network (NSIN) is a Department of Defense (DoD) program office that seeks to create new communities of innovators to solve national security problems. NSIN partners with national research universities and the venture community to reinvigorate civil-military technology collaboration. They do this by engaging innovators and start-ups through hosting challenges and awarding funds to selectees for developing dual use technologies. Visit https://www.nsin.us/ for information on current challenges.

Emerging Technology Resources

Automation Alley – Michigan’s Industry 4.0 Knowledge Center
www.automationalley.com
Automation Alley is Michigan’s Industry 4.0 knowledge center, with a global outlook and a regional focus. Industry 4.0 is the convergence of digital and physical technologies disrupting the manufacturing industry and being realized today in smart factories across the globe. Manufacturers worldwide are attempting to wrap their heads around the magnitude of change involved with Industry 4.0, which has opened the flood gates of innovation, creating both immense opportunities and great challenges for manufacturers who now must rethink, retool and rebuild the way they do business.

Automation Alley’s role is to help manufacturers increase revenue, reduce costs and make strategic decisions during this time of rapid technological change. Its programs give companies a competitive advantage by helping them along every step of their digital transformation journey. As a nonprofit technology and manufacturing business association, Automation Alley connects industry, academia and government to fuel Michigan’s economy and accelerate innovation. For more information: https://www.automationalley.com

Michigan Economic Development Corporation (MEDC)
www.michiganbusiness.org
The MEDC collaborates with over 100 economic development partners to assist new and existing Michigan companies in growing and expanding their businesses. Services include the MEDC Real Estate Database, supplier matchmaking, international trade services, and capital sourcing. Regional Business Development Managers (BDM) are available to provide personalized business assistance. Visit https://www.michiganbusiness.org/services/ for more information and to identify your BDM.

Testing Centers
Michigan is home to a number of world-class testing facilities for military, commercial and dual use technology in multiple domains including air, land, sea and cyber. Visit the Michigan Defense Center website at https://www.michigandefensecenter.com/innovation/ for more information on testing facilities for ground vehicles, unmanned aerial systems, cybersecurity, advanced materials and life sciences.
### Acronyms

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Description</th>
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<tbody>
<tr>
<td>ASD</td>
<td>Aerospace, Space &amp; Defense</td>
</tr>
<tr>
<td>AT&amp;L</td>
<td>Acquisition, Technology, and Logistics</td>
</tr>
<tr>
<td>AUSA</td>
<td>Association of the United States Army</td>
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<tr>
<td>BDM</td>
<td>Business Development Managers</td>
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<tr>
<td>BTS</td>
<td>Big Targeting System</td>
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<tr>
<td>CBP</td>
<td>Customs and Border Patrol</td>
</tr>
<tr>
<td>CCL</td>
<td>Commerce Control List</td>
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<tr>
<td>COA</td>
<td>Certificates of Authorizations</td>
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<tr>
<td>CUI</td>
<td>Controlled Unclassified Information</td>
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<tr>
<td>DATC</td>
<td>Defense Automotive Technologies Consortium</td>
</tr>
<tr>
<td>DAU</td>
<td>Defense Acquisition University</td>
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<tr>
<td>DCS</td>
<td>Direct Commercial Sales</td>
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<tr>
<td>DDTC</td>
<td>Directorate of Defense Trade Controls</td>
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<tr>
<td>DEF</td>
<td>Defense Entrepreneurs Forum</td>
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<tr>
<td>DHS</td>
<td>Department of Homeland Security</td>
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<tr>
<td>DLA</td>
<td>Defense Logistics Agency</td>
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<tr>
<td>DMSMS</td>
<td>Diminishing Manufacturing Sources and Material Shortages</td>
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<tr>
<td>DoD</td>
<td>Department of Defense</td>
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<tr>
<td>EAR</td>
<td>Export Administration Regulations</td>
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<tr>
<td>FMS</td>
<td>Foreign Military Sales</td>
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<tr>
<td>FVL</td>
<td>Future Vertical Lift</td>
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<tr>
<td>GVS</td>
<td>Ground Vehicle System</td>
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<tr>
<td>GVSC</td>
<td>Ground Vehicles Service Center</td>
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<td>ITAR</td>
<td>International Traffic in Arms Regulations</td>
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<td>MDEX</td>
<td>Michigan Defense Exposition</td>
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<tr>
<td>MEDC</td>
<td>Michigan Economic Development Corporation</td>
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<tr>
<td>MMP</td>
<td>DoD Mentor-Protégé Program</td>
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<td>MMTC</td>
<td>Michigan Manufacturing Technology Center</td>
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<tr>
<td>MUASC</td>
<td>Michigan Unmanned Aerial Systems Consortium</td>
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<tr>
<td>NAMC</td>
<td>National Advanced Mobility Consortium</td>
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<tr>
<td>NATO</td>
<td>North Atlantic Treaty Organization</td>
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<td>NDIA</td>
<td>National Defense Industrial Association</td>
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<tr>
<td>NGA</td>
<td>National Geospatial-Intelligence Agency</td>
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<tr>
<td>NGCV CFT</td>
<td>Next Generation Combat Vehicle Cross Functional Team</td>
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<tr>
<td>NIST</td>
<td>National Institute of Standards and Technology</td>
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<tr>
<td>NSIN</td>
<td>National Security Innovation Network</td>
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<td>OEM</td>
<td>Original Equipment Manufacturers</td>
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<td>OFAC</td>
<td>Office for Foreign Assets Control</td>
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<td>OSD</td>
<td>Office of the Secretary of Defense</td>
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<tr>
<td>OT</td>
<td>Other Transaction</td>
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<td>OTA</td>
<td>Other Transaction Authority</td>
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<td>PMBC</td>
<td>Pure Michigan Business Connect</td>
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<td>PMO</td>
<td>Program Management Office</td>
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<td>PWS</td>
<td>Proposal Writing Services</td>
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<td>PYAC</td>
<td>Procurement Technical Assistance Centers</td>
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<tr>
<td>Abbreviation</td>
<td>Full Form</td>
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<tr>
<td>RFP</td>
<td>Request for Proposal</td>
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<td>SAM</td>
<td>System for Award Management</td>
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<tr>
<td>SBDC</td>
<td>Small Business Development Center</td>
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<td>TACOM</td>
<td>Tank-automotive &amp; Armaments Command</td>
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<tr>
<td>TED</td>
<td>Tenders Electronic Daily</td>
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<tr>
<td>UAS</td>
<td>Unmanned Aircraft Systems</td>
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<td>UAV</td>
<td>Unmanned Aerial Vehicle</td>
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<td>USML</td>
<td>United States Munitions List</td>
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<td>VBOC</td>
<td>Veteran Business Outreach Center</td>
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<td>WID</td>
<td>Women in Defense</td>
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