What is the MDC?

The Michigan Defense Center (MDC) is the state’s lead voice on Michigan’s Defense, Defense Aerospace and Homeland Security economy, and is a liaison between the state and defense interests in the government, industry, academia and the defense community.

The MDC was created in 2006 by the Michigan State Legislature to:

- Capture a larger share of federal Department of Defense and Department of Homeland Security contracts for Michigan companies
- Assist Michigan companies in doing business with the Department of Defense and Homeland Security
- Attract outside businesses to Michigan to work with DoD and DHS
- Prepare and Protect for mission and budget cuts endangering the DoD and DHS economy
The Michigan Defense Center is the State of Michigan’s strategic and coordinating body for the national security industry, missions and facilities.

- Promote Michigan’s defense assets and industry to the state and the nation
- Protect and grow missions, industry, community
- Coordinate national and statewide resources and organizations to create a growth environment for Michigan companies and employment
- Building a successful defense and homeland security eco-system
Protect & Grow: The First Strategic Plan For Defense

Michigan Defense Center created Protect & Grow 1.0 in 2016 to:
• Protect our national security assets here in Michigan
• Grow our defense industry by leveraging our assets, building partnerships between academia, local and regional governments

Protect & Grow 2.0, 2020
• Align Michigan’s defense objectives with federal DoD, MEDC and DMVA Strategic Plans
• Continue to protect assets through proactive strategies and engagement
• Leverage partnerships to grow eco-system and capture emerging markets
DoD Investment Priorities

- Cyber
- Space
- Aerospace
- Hypersonics
- Emerging Technologies
- Autonomy & AI
- Multi-Domain
- Manufacturing Readiness
- Workforce Development

8 Strategic Objectives

1. Restructure and Fund Defense Investments by the State of Michigan
2. Protect DoD and National Assets in Michigan
3. Pursue New DoD and Associated Missions
5. Increase DoD Contract Awards for Michigan-based Companies
6. Increase DoD R&D Spending in Michigan
7. Enhance Strategic Messaging
8. Partner with DMVA to Connect the Military Enterprise and Defense Industry
Resources for Michigan Companies

One way to do business in the federal system is to bid directly on federal contract opportunities and become a Prime Contractor. The MDC provides resources to help you get started, or increase your competitiveness in winning direct contracts.
Resources for Michigan Companies

MDC Online Resource Guide
Defense Contracting 1, 2, 3’s

How to Get Started & Why to Get Started

Learn the steps that it takes to do business with the DoD and DHS

The MDC Online Resource Guide provides information on the various organizations, tools and other resources available to help companies win federal contracts.

www.michigandefensecenter.com/resources/
Bid Targeting System
The engine that optimizes the matching and scoring between firms and business opportunities

Increase your Competitiveness!

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.

www.BidTargeting.org
Proposal Writing Services (PWS) Grant Program

Write Your Bids!

Proposal Writing Services (PWS) grant program was designed to financially and strategically assist Michigan companies in writing a bid response to a Department of Defense (DoD), Department of Homeland Security (DHS), or General Services Administration (GSA) Schedule contract opportunities.

www.BidTargeting.org
Michigan Defense CyberSmart Program

Find your Vendor!

The MDC has identified Michigan contractors to provide cybersecurity compliance consulting services for small and medium-sized Michigan businesses to assist in achieving National Institute of Standards and Technology (NIST) 800-171 compliance and relevant DFARS requirements in order to qualify for United States Departments of Defense (DoD) and Homeland Security (DHS) contracts and work in the federal supply chain.
Resources for Michigan Companies

The Michigan Defense Center

Learn About the Army's Plans for Next Generation Combat Vehicle
Register for Virtual Event March 10, 2:30 pm
Join the Center for Strategic and International Studies for an interview... see more

The Army's Next-Generation Combat Vehicle

Army Applications Lab Opportunity for Michigan Transportation Tech
DEADLINE: FEBRUARY 23
The Michigan Defense Center would like to alert you to an opportunity

NGCV Virtual Industry Logistics Roundtable
April 20, 2021 | 9:00 am - 11:30 am
REGISTRATION CLOSES MARCH 8, 2021

The Michigan Defense Center and ERDCWERX are Partnering to Provide More Opportunities for Michigan Companies for Military Engineering
Resources for Michigan Companies

Connect with The Michigan Defense Center on LinkedIn

Monthly Newsletter
Contact Callie@MichiganDefenseCenter.org to sign up.
The Michigan Defense Center

From the Arsenal of Democracy to the Arsenal of Innovation

The state office tasked to protect and grow Michigan’s defense, defense aerospace and homeland security missions and industries

Michigan Defense
$6.6 Billion Defense Contracts
155,000 Defense Related Jobs
$31 Billion Total Economic Activity

Protect & Grow Strategy
68.31% GRP Growth
42.68% Total Employment Growth
31.75% Salary Growth

MI Defense Industry
4,000 Defense Suppliers
1,000 Prime Contractors
17 Commands & Installations
MDEX 2021
MICHIGAN DEFENSE EXPOSITION and Detroit Arsenal Opportunities Conference
MAY 25-27, 2021
TOGETHER FOR 2021
TEAM DETROIT ARSENAL PROGRAM BRIEFINGS
Visit MDEX-NDIA.com
Showcase your Business to Buyers
Sharing Future Needs and Opportunities.
Questions?
All you want to know about defense in Michigan:


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