



AIR FORCE SUSTAINMENT CENTER



U.S. AIR FORCE
SMALL BUSINESS

Small Source, Right Value, Big Performance

Presented by: Mr. James R. Dean



Director, Small Business Programs
AFSC/SB Hill AFB

Integrity - Service - Excellence



Agenda

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- **Role of the Hill AFB Small Business (SB) Office**
 - Breakdown of Acquisition Offices
 - What they Buy
 - Acquisition Processes
 - **What We Accomplished in FY2013**
 - Total dollars awarded
 - Total dollars to SB
 - Total dollars to Utah companies
 - **Wrap-Up**



Hill AFB Small Business Office

• Our Role

- Ensure SB maximum practicable opportunity to participate in Hill AFB acquisitions
 - Carry Out Policy & Directives
 - Set/Achieve Program Goals
 - Knowledge of SB Program Requirements
- Participate in acquisition activities
 - Review subcontracting plans/acquisition documentation
 - Make Set-Aside Recommendations
 - Market research/Source Development
 - Acquisition strategy meetings
 - Industry days
 - Provide training (internal and external)
- Outreach events
- Meet with small business



Hill AFB Small Business Office

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Breakdown – Hill AFB Offices



- **Hill Air Force Base (HAFB)**
 - **Air Force Sustainment Center(AFSC)**
 - **Three divisions**
 - **AFSC-Hill 75th Air Base Wing (75th ABW)**
 - **AFSC-Hill 309th Maintenance Wing (309th MXW)**
 - **AFSC-Hill Supply Chain Management (SCM)
(previously Global Logistics Support Center)**
 - **Tenant Organizations with procurement responsibilities:**
 - **Air Force Life Cycle Management Center (AFLCMC)**
 - **Air Force Nuclear Weapons Center (AFNWC)**
 - **Defense Logistics Agency (DLA)**



75th Air Base Wing

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- **Mission**
 - Support Organizations at Hill
 - **Contract Support: PZIO**
 - **Types of Contracts**
 - Construction/Civil Engineering Support
 - Main Operational Contracts
 - Government Purchase Card
 - Strategic Sourcing



75 ABW- What We Buy



- Roofing
- Janitorial
- Hazardous Waste Permits
- Construction- MACC II and SABER
- Paving
- A&E
- Refuse
- Grounds Maintenance
- Information Technology
- Cable/Satellite TV
- PMDSS
- Dining Facility



Strategic Sourcing

Mandatory Schedules:

- **Office Supplies (Federal Strategic Sourcing Initiative)**
- **Client Computing (Information Technology Commodity Council – ITCC & AFWay)**
- **Cellular Services & Devices (ITCC & AFWay)**
- **Digital Printing & Imaging (ITCC & AFWay)**
- **Office Seating (Furnishings Commodity Council – FCC)**
- **Dormitory Furnishings (FCC) -- temporarily suspended**
- **Air Force Tools & Parts**
- **Medical Support Services**
- **Force Protection Equipment**



Government Purchase Card

Government Purchase Card Program

- ~1700 Card holders
- ~\$60M annually in purchases
- ~80,000 transactions annually

Types of common GPC transactions:

- Office Supplies
- IT (VOIP Phone, Servers, Workstations, Printers)
- Tools and Misc Parts



75th Air Base Wing Spend (Small Business)

Type	Total Actions	Total Dollars	% of TOTAL FY13 Spend
Small Business	1,391	\$68,253,721.67	63.69%

NOTES:

- 1) Type of business pulled from FPDS at the Contract, Award Date level
- 2) Only includes OL H PZIO FY13 spend (not any of other Hill contracting)

Data pulled from FPDS on Oct 1, may not be final numbers



309th Maintenance Wing

- **Mission**
 - Maintain, Repair, Overhaul, Develop
- **Contract Support: PZIM, PZIE**
- **Wing Breakdown**
 - **309th SMXG – Software Maintenance Group**
 - **309th EMXG – Electrical Maintenance Group**
 - **309th CMXG – Commodities Maintenance Group**
 - **309th AMXG – Aircraft Maintenance Group**
 - **309th MXSG – Maintenance Support Group**
 - **309th MMXG – Missile Maintenance Group**
 - **309th AMARG – Aircraft Maintenance & Regeneration Group**



309 MW- What We Buy

- **C-130 De-Paint**
- **Test Stands**
- **Grinder Rebuild**
- **Bearing Repair Engineering and Technical Services**
- **PMEL (Precision Measurement Equipment Laboratory)**
- **DOCAT2 (Contract Field Team Support)**
- **Tools & Consumable**
- **Ground Support Equipment (Formerly AGE)**
- **MRO (Maintenance Repair Operation) Support**
- **TODO (Technical Order Distribution Office)**
- **Equipment & Facilities**
- **Logistics & Consulting**
- **B-2 Aircraft Composites**
- **Business Services**
- **Software contracts, agreements/licenses**
- **Computer hardware**
- **Cables/Test sets**
- **AFWAY/NETCENTS**
- **Protective Clothing**
- **Equipment Relocation**



309th Maintenance Wing Spend (Small Business)

Type	Total Actions	Total Dollars	% of TOTAL FY13 Spend
Small Business (PZIM)	666	\$75,987,406.81	60.51%
Small Business (PZIE)	139	\$33,735,816.11	75.97%

NOTES:

- 1) Type of business pulled from FPDS at the Contract, Award Date level
- 2) Only includes OL H PZIM & PZIE FY13 spend (not any of other Hill contracting)

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748th SUPPLY CHAIN MANAGEMENT CONTRACTING

- **Mission**
 - Provide Supply Chain Management Support
 - Spare parts, repairs, services
- **Contract Support: PZA**
- **Systems supported include**
 - Mature and Proven Acft
 - Landing Gear
 - Secondary Power Systems (C-5, C-130, A-10, KC-135, B-1, F-15, F-16, T-38)
 - Radar Systems
 - Space Systems
 - Intercontinental Ballistic Missile (ICBM)



748 SCM- What We Buy

- **Repair Contracts - Parts/Components**
- **Spare Parts**
- **Secondary Power Commodity Support**
- **Test Stations**
- **Engineering Services**
- **NOTE:**
 - **Source Qualification - Requirements based on specific military specifications**
 - **Only qualified sources may compete**
 - **Becoming qualified equals an investment on the part of industry, including time and resources**



748 SCMG FY13 Spend (Small Business)

Type	Total Actions	Total Dollars	% of TOTAL FY13 Spend
Small Business	464	\$25,933,363.	12.48%

NOTES:

- 1) Type of business pulled from FPDS at the Contract, Award Date level
- 2) Only includes 748 SCMG (PZA) FY13 spend (not any of other Hill contracting)

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Air Force Life Cycle Management Center (AFLCMC)

- **Mission**
 - Deliver War-winning expeditionary capabilities to the warfighter on time and on cost
- **Contract Support: PZZK, EBHK, WWAK, WWMK, WLDK, PKXC**
- **Systems supported**
 - Agile Combat Support
 - Battle Management; AWACS, JSTARS
 - Business Enterprises
 - C3I Networks
 - Fighter/Bomber
 - Special Operations and Intelligence Surveillance, Reconnaissance
 - KC-46 Modernization
 - Mobility
 - Strategic Systems
 - Weapons (Armaments)



LCMC- What We Buy

- **Logistics Database System Application**
- **Engineering Services**
- **Software Maintenance**
- **Help Desk, Depot Maintenance, Special Projects**
- **Provide maintenance for Uninterruptible Power Supplies and batteries**
- **F-16 maintenance/sustainment**
- **F-16 wiring harnesses/kits**
- **Manufacturing/kitting of fuselage structural components**
- **Cartridge Actuated Devices/Propellant Actuated Devices**
- **Components**
 - **Flares**
 - **Bomb Bodies**
 - **Rockets**
 - **Pepper Spray**
 - **Household Ammo**
 - **Robots**
 - **Explosive Suits**



AFLCMC FY13 Spend (Small Business)

Type	Total Actions	Total Dollars	% of TOTAL FY13 Spend
Small Business	426	\$52,494,193.	10.43%

NOTES:

- 1) Type of business pulled from FPDS at the Contract, Award Date level
- 2) Only WWAK, WWMK, PZZK, EBHK, WLDK, WLDKAB, WLDKAA, PKXC FY13 spend (not any of other Hill contracting)

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Air Force Nuclear Weapons Center (AFNWC)

- **Mission**

- Deliver a safe, secure, responsive, on-time and on-target nuclear deterrent force to the warfighter as the Nation's Nucleus for ICBM development, acquisition and sustainment

- **Contract Support: PZB**

- **Systems Supported**

- ICBM SPO
- Ground System
- Propulsion Subsystem
- Re-Entry Subsystem
- Guidance/Test/SELECT



NWC- What We Buy

- **Systems Engineering and Integration**
- **Aging Surveillance Analysis**
- **Depot Level Maintenance**
- **Storage/Transportation**
- **Propulsion Test Set**
- **Personal Alarm System**
- **Emergency Response**
- **Advisory & Assistance Services Support**
- **Fuzes**
- **Transporter Erector Replacement Program**
- **Sustainment – Ground Operational Equipment**
- **Electromagnetic Pulse Simulator**
- **Power Amplifiers**
- **Supply Chain Management Oversight**
- **Laser Actuated Switch**
- **NOTE: Subcontracting Opportunities**



AFNWC FY13 Spend (Small Business)

Type	Total Actions	Total Dollars	% of TOTAL FY13 Spend
Small Business	71	\$4,742,906.41	1.19%

NOTES:

- 1) Type of business pulled from FPDS at the Contract, Award Date level
- 2) Only includes PZBE, PZBF, PZBA, FY13 spend (not any of other Hill contracting)



Defense Logistics Agency (DLA)

- **Mission**

- **DoD's Combat Logistics Support Agency**

- **Tenant Organization**

- **Maintain/Improve Parts Support to Customers**

- **Provide Best-Value Integrated Logistics Solutions**

- **Reduce Cost**

- **Support – spare parts purchase for AFSC, 748th SCMG**

- **Local purchase/emergency buys**



DLA- What We Buy

- **DLA Aviation (Hill AFB)**
 - Repair Parts
 - Engine Components
 - Air Frames
 - Flight Safety Equipment
 - Maps
 - Environmental Products
- **DLA's Global Supply Chains (Not at Hill AFB)**
 - Food
 - Clothing/Textiles
 - Fuel/Energy
 - Construction & Equipment
 - Medical
 - Maritime
 - Ship and submarine parts
 - Land
 - Army/USMC vehicles/equipment



Acquisition Process

- **Acquisition Planning & Market Research**
 - RFI/Sources Sought/Industry Day/Capability Briefings (Fed Biz Ops)
 - **Type of Acquisition**
 - Socio Economic Programs: Women Owned, 8(a), HubZone, Service Disabled Veteran Owned
 - Small Business Set-Aside
 - Full and Open/Unrestricted
 - Sole Source
- **Solicitation Posted/Issued through FBO**
 - Applies to opportunities over \$25K
- **Submit bids/proposals electronically**
- **Bids/proposals evaluated**
- **Oral presentations (if required)**
- **Negotiations (if required)**
- **Subcontracting Plan Final Approval (if over \$650K)**
- **Award**
- **Debriefing (negotiated acquisitions, if requested)**



Solicitation Vehicles

- **Invitation for Bid (IFB)**
 - Sealed, Competitive bids, Public bid opening
 - Government requirements clearly/accurately described
 - Bids evaluated – no discussions
- **Request for Quote (RFQ)**
 - Used in Simplified Acquisition Procedures (<\$150K)
 - Request price, delivery schedule, payment terms, and other terms and conditions
 - Vendors respond to RFQs with quotes
 - Quotes are not offers and cannot be accepted to form a binding contract
 - Government's offer - Purchase order
- **Request for Proposal (RFP)**
 - Used in negotiated acquisitions
 - Communicate government requirements
 - Provide anticipated terms and conditions



Solicitation Vehicles

cont'd

- **Government Credit Card (GCC)**
 - Authorized for use in making and/paying for purchases of supplies, services or construction
 - Micro-purchases (under \$3K)
- **GSA Schedules**
- **Indefinite Delivery Indefinite Quantity (IDIQ) Contracts**
- **Enterprise Strategic Initiatives**
 - **NETCENTS II**
 - Mandated contract for Net Centric Products (May 2013), NETOPS & Infrastructure Solutions (SB Aug 2013, F&O Dec 2013), Application Services (SB Jun 2012, F&O Apr 2013), Enterprise Integration & Services Management (Nov 2010), IT Professional Support/Engineering Services (On Hold)
 - Contract Management: Maxwell AFB, 334-422-9232
 - <http://netcentsii.com/>



Federal Regulations

- **Familiarize Yourself with DoD Contracting Regulations!**
 - **Federal Acquisition Regulation (FAR):**
<http://farsite/farsites.html>
 - **Governs federal procurement process**
 - **53 Sections**
 - **Defense Federal Acquisition Regulation (DFAR)**
 - **Additional Agency supplements, i.e., Air Force FAR Supplement (AFFARS)**
- **Federal Register Notices:**
<http://www.gpo.gov/fdsys/browse/collection.action?collectionCode=FR>
 - **Advance notice of what will be published in FAR**



Acquisition Considerations

- **Award to:**
 - **Lowest Price Technically Acceptable (LPTA) or Best Value**
 - **Responsible contractors**
 - **Acquisition Type - Market Research**
 - **Woman Owned Small Business (WOSB), Historically Underutilized Business Zone (HubZone), Small Disadvantaged Business 8(a) certified, or Service Disabled Veteran Owned Small Business(SDVOSB) - PROGRAMS HAVE PARITY**
 - **Appropriate contract type**
 - **Firm Fixed Price (FFP), Cost Reimbursement (CR)**



Set-Aside Programs

- **Rule of Two**
 - **\$3K - \$150K: Automatically reserved for SB**
 - **Over \$150K: Set Aside – reasonable expectation offers obtained from two responsible SB's**
- **Types of Set-Asides**
 - **8(a) Set Aside**
 - **Certified by SBA**
 - **Sole Source (under \$4M services, under \$6.5M supplies)**
 - **Competitive (2 or more bidders, over above dollar thresholds)**



Set-Aside Programs

cont'd

- **Women-Owned (WOSB) – Economically Disadvantaged Women-Owned (EDWOSB)**
 - Self-Certify
 - Set-aside 2 or more responsible WOSB's or EDWOSB's
- **Service Disabled Veteran Owned (SDVOSB)**
 - Self-Certify SAM (Veteran's Admin documentation)
 - Set-aside 2 or more responsible SDVOSB
- **HubZone**
 - Certified by SBA
 - Set-aside 2 or more responsible HubZone's
- **Small Business**
 - Self-Certify
 - Comply with NAICS and Size Standard



Getting Started

- **Preparation**

- **Work with PTAC, SBA, etc.**

- **Know/Identify your product or service**

- **Federal Supply Codes (FSCs)/Product Service Codes (PSCs):**

- <http://www.outreachsystems.com/resources/tables/pscs/>

- **NAICS:** www.census.gov/eos/www/naics

- **SBA Size Standards Information:** <http://www.sba.gov/category/navigation-structure/contracting/contracting-officials/eligibility-size-standards>

- **Obtain Data Universal Numbering System (DUNS) Code**

- fedgov.dnb.com/

- **Registration in System for Award Management (SAM)**

- www.sam.gov

- **Registers you for Central Contractor Registration (CCR) required for procurement and financial transactions**
- **Contractor and Government Entity Code (CAGE) – SAM system will provide one**
- **Note: Register in SAM and select small business; a sub-set of your SAM data will be sent to SBA for size validation and inclusion in SBA's Dynamic Small Business Search (DSBS):** http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm



Finding Opportunities

- **Identify your target market**
 - Air Force, Army, Navy, etc.
- **Procurement Opportunity Lists:**
 - **Federal Business Opportunities (FBO):**
<https://www.fbo.gov/>
 - **Air Force Long Range Acquisition Estimate (LRAE):**
<http://airforcesmallbiz.org/opportunities/index.php>
 - **GSA Federal Supply Schedule (FSS) Lists:**
<http://www.gsa.gov/portal/content/197989>
 - **DoD Small Business Opportunity Forecasts:**
<http://www.acq.osd.mil/osbp/sb/opportunities.shtml>
 - **Federal Procurement Data Systems (FPDS):**
https://www.fpds.gov/fpdsng_cms/
 - Tells who is winning, what agencies are purchasing



Subcontracting

– Explore Subcontracting

- **SBA SUB-Net (provides information on subcontracting opportunities posted by prime contractors, non-federal agencies):**

<http://www.sba.gov/content/sub-net>

- **Prime Contractors and Subcontractors with Subcontracting Plans:**

<http://www.acq.osd.mil/osbp/sb/dod.shtml>



Available Resources

- **Procurement Technical Assistance Centers (PTAC)**
 - <http://goed.utah.gov/contracting/PTAC/>
- **Small Business Administration**
 - www.sba.gov
- **DoD Small Business Offices**
 - <http://www.acq.osd.mil/osbp/about/contact.shtml>
- **Service Corps of Retired Executives (SCORE)**
 - www.score.org
- **Small Business Development Centers (SBDC)**
 - www.sba.gov/sbdc

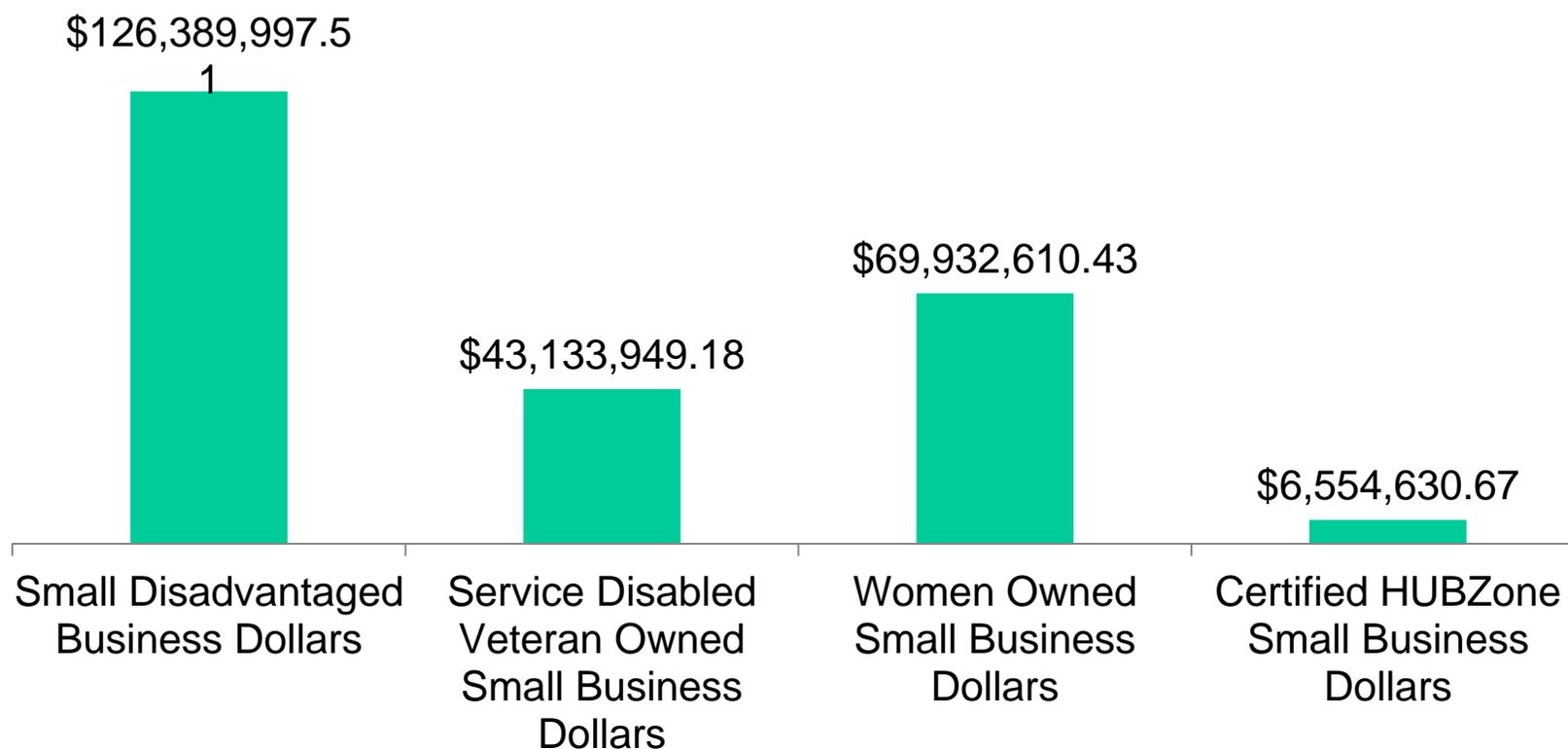


FY 13 Hill Accomplishments

Total Hill Obligations \$1.385B

Total Small Business Dollars Awarded \$261,147,406 (18.84%)

Sub-category obligations



Data pulled from FPDS on Oct 1, may not be final numbers



Awards to Utah Businesses

Category	Number of Awards	Dollars Awarded
Total Awards UT Businesses	1385	\$360,767,037.
Large Business (LB)	396	\$263,782,076.
Small Business (SB)	989	\$98,984,961.
Note: Organizations issuing the most SB Awards to UT Businesses	PZIO, PZIE, PZIM	

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Wrap - Up

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- **Future Acquisitions**
 - **Sequestration**
 - **Questions???**