



Aerospace & Defense Small Business Industry Day

28 Jun 2016

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Air Force Space Command SB Program

- **Congress establishes overarching goals**
- **Goals assigned to AF Major Commands based on product/service mix purchased by that command**



Air Force Space Command SB Program

- Air Force assigned small business goals are **only a metric** to check performance
- The goals are not what AFSPC works toward
- **Victory is not declared** when goals are met and/or exceeded



Air Force Space Command SB Program

- **FAR 19.201 General Policy: ‘It is the policy of the Government to provide **maximum practicable opportunities** in its acquisitions to small business...’**
- **‘Such concerns must also have the maximum practicable opportunity to participate as subcontractors....’**



Air Force Space Command SB Program

- **No where on preceding slide did it say anything about goals**
- **Every acquisition is looked at, through market research, for ability to set-aside for SB or socio-economic categories**



Air Force Space Command SB Program

- **Determine whether acquisition can be set-aside for SB**
- **If not, can a piece of the PWS be pulled out to become a separate SB set-aside?**
- **Remaining work – maximize subcontract opportunities**



Air Force Space Command SB Program

- **External Market Research**
 - **Requests for information**
 - **NAICS**
 - **Capable SBs**
 - **Contract Type**
 - **Contract performance period**
 - **Acquisition unique requirements**



Air Force Space Command SB Program

- **Internal Market Research**
 - **Commercial?**
 - **FPDS-NG – who else bought it?**
 - **SBA Dynamic SB Search**
 - **Internal repositories**
 - **How old is existing Market Research?**
 - **MR good for 12 months**



Air Force Space Command SB Program

- **Set-Aside decisions made based on responses to market research inquiries**
- **Don't expect others to respond to sources sought/requests for information for you**



Air Force Space Command SB Program

- **Maximize competition**
- **Where all programs are equal where is unit towards meeting or exceeding their goals**



Air Force Space Command SB Program

- **Other considerations**
 - **Mandatory Use contracts**
 - **NetCents**
 - **Computers and peripheral devices**
 - **IT services**
 - **OASIS (locally determined mandatory)**
 - **Advisory & Assistance Services**
 - **Strategically Sourced Contracts**



Air Force Space Command SB Program

- **Civil Engineering**
 - **Taxiway Lighting**
 - **Elevator Maintenance**
 - **AF Tools and Parts**
 - **Roofing**
 - **Fire Emergency Services Personal Protective Equipment**
 - **Facility Demolition Services (FY17)**
 - **Vehicle Barriers (FY17)**
 - **Vehicle Parts (FY17)**



Air Force Space Command SB Program

- **Force Protection**
 - **Law Enforcement Black Nylon Gear**
 - **Law Enforcement Common Items**
 - **Security Forces (SF) Under Body Armor Shirt**
 - **Defensor Fortis-Load Carrying System**
 - **In progress:**
 - **SF Plate Carrier**
 - **M9 & M4 Training & Qualification Targets**
 - **Fire Resistant No Melt No Drip Garments**



Air Force Space Command SB Program

- **Air Force Furnishings**
 - **Seating**
 - **Systems & Modular Furniture**
 - **Filing & Storage**
 - **Executive Office & Conference Furniture**
 - **Coming Soon:**
 - **Carpet**
 - **Dorm Furnishings**



Air Force Space Command SB Program

- **AF Office Supplies**
- **Information Technology**
 - **Digital Printing & Imaging**
 - **Client computing and services**
 - **Cellular services and devices**



Air Force Space Command SB Program

- **Each installation has Base Operating Services (BOS) mission**
 - **Janitorial**
 - **Grounds Maintenance**
 - **Refuse Collection**
- **Mission contracts (i.e.)**
 - **Satellite operations**
 - **Launch contracts**



Air Force Space Command SB Program

- What can **you** do?
 - Know what the unit buys
 - Know when they buy it / renew it
 - Respond to RFIs / Sources Sought announcements
 - Team with similarly situated companies
 - Have a “red team” review your proposal prior to submission
 - Ask for a debriefing



Air Force Space Command SB Program

Questions?