

Headquarters U.S. Air Force

Integrity - Service - Excellence

Secretary of the Air Force Office Small Business Programs



*NDIA 11th SB Conference
OSD Panel*

**Mr. Mark Teskey
Director
SAF/SB
10 Sep 14**

U.S. AIR FORCE



Continued Leadership Emphasis

U.S. AIR FORCE

BOTTOM LINE:
Senior Leader Emphasis
-- A Visible DIFFERENCE --

- 8 Jan 14 – AFMC Commander Memo, Increasing SB Opportunities
- 27 Feb 14 -- Asst. Secretary of AF (Acquisition), Enhancing SB Opportunities FY14-15

- ✓ Identify breakout strategies early; provide justification on why no SBs
- ✓ Internal high level reviews with SB emphasis
- ✓ Early market research and communication w SBs on our requirements
- ✓ Strategic Industry Outreach Events



DEPARTMENT OF THE AIR FORCE
WASHINGTON DC

OFFICE OF THE ASSISTANT SECRETARY

FEB 27 2014

MEMORANDUM FOR SEE DISTRIBUTION

FROM: SAF/AQ
1060 Air Force Pentagon
Washington DC 20330-1060

SUBJECT: Enhancing Small Business (SB) Opportunities in FYs 14-15

1. Small businesses are critical to our defense industrial base, are essential to our nation's economic recovery, and play a critical role in support of the Air Force's mission. Therefore, maximizing opportunities for SBs to participate in prime and subcontract awards, structuring requirements to facilitate competition by and among SBs, and removing unnecessary barriers that preclude SB participation as prime contractors are priorities for our Air Force. To help increase our SB performance, we need to ensure our collaborative efforts with the SB and contracting communities and our prime contractors are clearly focused on identifying requirements and acquisition strategies suitable for SB awards. To this end, I request your support in the following:

a. **Breakout Strategies:** Aggressively develop component and subsystem breakout strategies and then demonstrate what part of the breakout content is suitable for SB set-aside strategies. Make this an integral part of all future acquisition planning activities such as market research, ESIS and ASPs.

b. **Military Interdepartmental Purchase Requests (MIPRs):** Ensure your review processes are scrutinized so that we are using our Air Force multiple award IDIQ contract vehicles or other Air Force contracts as a first choice.

c. **Strategic Industry Outreach:** Participate in at least one biennial Industry Outreach event, as security classification levels allow. SAF/AQR and SAF/SB have partnered in an initiative to improve our success in finding SB capabilities across our mission areas through portfolio-targeted outreach. The project looks to improve our utilization across SB innovation research, SB tech transfer, rapid improvement fund, mentor protégé, and socioeconomic programs. Mr. Richard Flake, AFRL, DSN 986-9869, is leading this planning effort and will contact you with additional details.

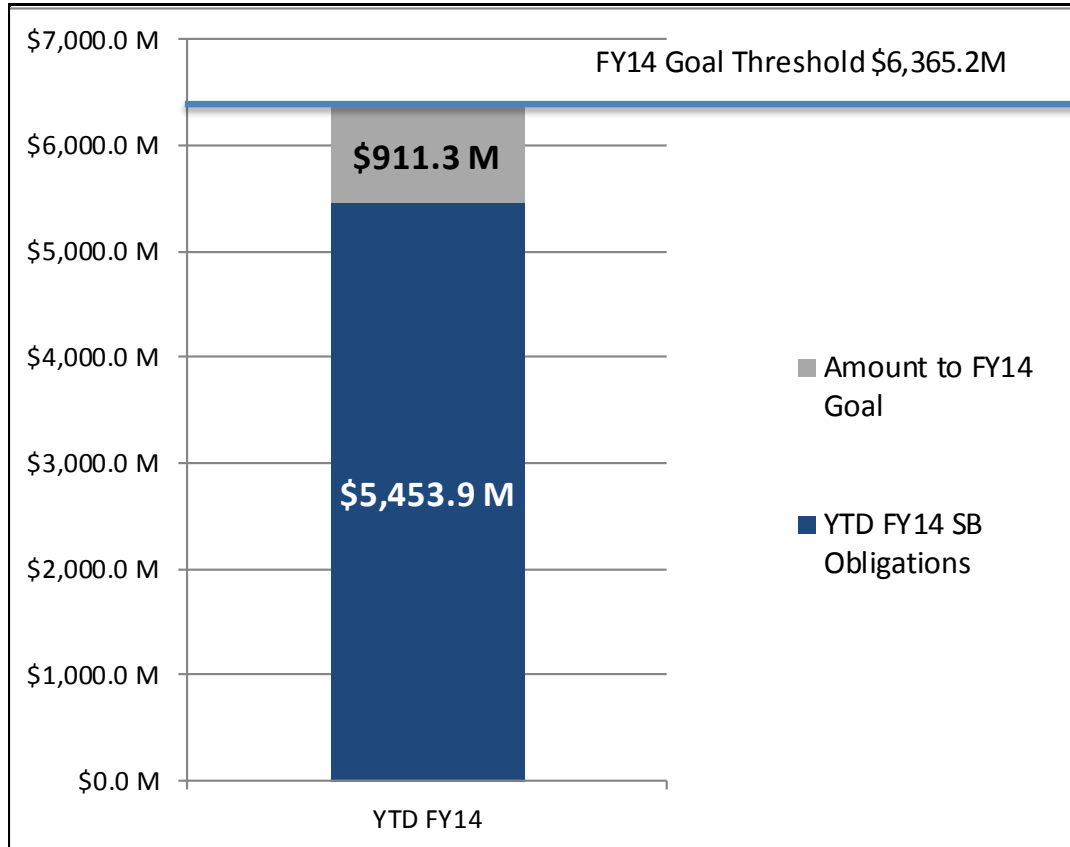
2. The Air Force achieved 14.45% towards our 15% SB goal in FY13, which is an amazing feat given the impact Air Force budget reductions had on SB-friendly entities. You should all be proud of these FY13 accomplishments. However, with continuing pressures on the budget and SBs an on-going leadership-focus area, we must strengthen our efforts in FY14 and beyond. Small businesses are being hit hard in these uncertain times, and we must do our part as the Administration and Department of Defense continue to emphasize increased use of SBs. Should you need assistance in these improvement endeavors, I have asked Ms. Carol E. White, SB Acting Director, SAF/SB, and her team to assist or provide additional guidance. They can be reach at: (571) 256-8052 / (DSN 260), usaf.pentagon.saf-sb.mbx.saf-sb-workflow@mail.mil.

William A. LaPlante
Assistant Secretary of the Air Force
(Acquisition)



FY14 Small Business Performance to Goal

U.S. AIR FORCE



ASSUMPTION
 Amount to FY14 Goal:
 Dollars predicated on FY14 total contract obligations being highly similar to FY13 baseline obligations
 * * * * *
 Historically 40% of SB obligations occur in 4th Qtr

	YTD FY14 SB Obligations	Amount to FY14 Goal	FY14 GoalThreshold
YTD FY14	\$5,453.9 M	\$911.3 M	\$6,365.2 M

Source: FPDS-NG Small Business Achievement Report a/o 31 Aug 2014



Examples of FY 14 Procurement Success Stories

U.S. AIR FORCE

- Langley AFB, VA: \$93M BOS 6-yr contract for Curacao FOL; **from LB to SB**
- Seymour Johnson AFB, NC: \$27.7M airfield repairs/renovations; **all to be performed by SBs**
- Eielson AFB, Alaska: \$916K to Service Disabled Veterans; **exceeded SDVOSB 3% goal by > 4%**
- Lackland AFB, TX: \$56M Linguist/Analyst competitive 8(a) **contract protested twice**; GAO dismissed final protest; **awarded to original 8(a) offeror** Jul 14
- USAF Academy, CO:
 - \$96M Civil Engineering Services; **from LB to SB**
 - \$15M Cadet Support; **new contract to SBSA**
 - \$20M Network Services; **SBSA**
 - \$10M Logistics Services; **8(a)**
- Robins AFB, GA (HQ AFRC)
 - \$5.52M Command Wide Land Mobile Radio HW / SW; **SBSA**
 - \$5.30M Command VOIP SW Upgrades; **SBSA**
 - \$3.98M Command Wide Computer Upgrades to Network Systems; **SBSA**
 - \$2.39M Construction of Supply Facility Bldg at Dobbins ARB; **SBSA**
- Various MAJCOMS: OASIS SB given notice to proceed on 17 Jun 14



Strategic Industry Outreach Event Success Story

U.S. AIR FORCE

- Weapons-focused SB Industry Day, Eglin AFB Area, July 2014
 - Announced on FedBizOpps
 - 94 SBs represented; 275 attendees; 102 one-on-one meetings
 - Products: 14 SBs briefed their products as potential fits for AF needs
 - Market research: Identified upcoming opportunities for SB primes
 - 49 one-on-one discussions
 - SBIR/STTR transition: Identified technologies for transition to PEO programs using customer provided tech-based needs
 - Subject Matter Experts (SMEs) reviewed 71 SBIR projects
 - 11 greens – immediate need; transition plans initiated
 - 43 yellows – addt'l review req'd; follow-on meetings in 45 days
 - 17 grays – good technology; no current application

**Next: Test-focused SB Industry Day, 18-20 November, Marriott Huntsville
FedBizOpps Announcement Soon
Additional info at: <https://conference.brtrc.com/AFSBID>**

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What We Are Doing To Aid SBs

- Continue leadership emphasis;
- Use of existing mandatory Multiple Award Contracts;
- Deliberately seek break out opportunities for SBs;
- Strategic Industry Outreach SB Industry Days;
- OSD creating an enterprise-wide forecasting tool for all Departments and the 4th estate
- Establishing SB career field
 - 2 Sep 14 Memo from Mr. Frank Kendall, Under Secretary of Defense for Acquisition, Technology & Logistics (AT&L) calls for establishing new SB career field effective 1 Oct 2014



Upcoming Opportunities

Program Executive Officer for Combat & Mission Support SB and Other Than SB Contracts Projected – FY 15 -19

U.S. AIR FORCE

• \$ 1.8B	AEDC Test & Ops Spt - Arnold AFB, TN	F&O	FY15
• \$145M	AEDC Facility Spt Svs - Arnold AFB, TN	100% SBSA	FY15
• \$ 20M	AEDC PMEL - Arnold AFB, TN	100% SBSA	FY15
• \$77.5M	AEDC Test Services - Arnold AFB, TN	100% SBSA	FY15
• \$137M	Forward Operating Location BOS (various locations)	100% SBSA	FY15
• \$180M	Sec AF Tech/Analytical Spt II (SAFTAS II) Wash, DC	100% SBSA (OASIS SB)	FY15
• \$750M	AFTC's Tech & Mgt Advisory Services (all test centers)	100% SBSA (OASIS SB)	FY15-19
• \$470M	Space & Missile Command Tech Spt (STS II) Space and Missile Ctr, CA	100% SBSA (OASIS SB)	FY15-19
• <u>\$350M</u> \$3.9B ¹	AFLCMC's Engr/Tech Acq Spt Svs - Wright Patt AFB, OH	100% SBSA	FY15

¹ Additional Combat & Mission Support efforts included among efforts on charts that follow

POCs: MAJCOM Directors of SB Programs at Each Location

<http://airforcesmallbiz.org/assistance/locate-small-business-specialist.php>

\$ Are Estimates; Acquisition Lead Times Range From 18-30 Months



Upcoming Opportunities

AF Materiel Command, Wright Patterson AFB, OH SB and Other Than SB Contracts Projected – FY 15

U.S. AIR FORCE

• \$960M	Adv Tech Exploitation Pgm II (ATEP II)	100% SBSA	FY14/15
• \$318M	C-130J MATS CLS	100% SDVOSB	FY14/15
• \$20.1B	TSA III	Partial SBSA	FY15
• \$200M	KC-10 Training System	100% SDVOSB	FY15
• \$100M	Multiple Award Construction Contract	100% SBSA	FY15
• \$ 5.0B	AFLCMC Engr Prof Adv Asst Svs (EPASS)	100% SBSA	FY15
• \$534M	PEITSS	4 SB awards reserved	FY15
• \$11.4B	Contract Field Team	Partial SBSA	FY16
• \$467M	Tech Data Spt Services Enterprise-TDSS(e)	100% 8(a)	FY15
• \$794M	Tech / Mgt Advisory Services (TMAS)	100% SB (OASIS)	FY15
• \$1.7B	Test Ops and Sustainment (TOS)	F&O	FY15
• \$3.0B	Joint Range Tech Services (J-TECH) II	F&O ~25% SB	FY16
• <u>\$1.1B</u>	Eglin - Ops & Maintenance Svs (E-OMS)	F&O ~25% SB	FY16
\$45.67B			

POC: MAJCOM Director of SB Programs: Ms. E. Jean Smith, e.smith@us.af.mil

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Upcoming Opportunities

AF Installation Contracting Agency (AFICA), Wright Patt, OH SB Prime Contracts Projected – FY 15

U.S. AIR FORCE

• \$5B	AFCAP IV	F&O (AFPEO/CM) ¹	FY15
• \$2B	Cybersecurity TATS (CSTATS)	Partial Set-Aside (<\$3.5M) ²	FY15
• \$930M	Regional Engr & Construction (RE&C)	100% SBSA w/Reserves	FY15
• \$950M	WW Engr & Construction (WE&C)F&OC	w/SB Reserves ³	FY15
• \$960M	AE13 Design Construction Services	F&O w/Regional SB Reserves ⁴	FY15
• \$500M	AE13 Environmental Services	F&O w/SB Reserves ⁴	FY15
• <u>\$220M</u>	Roofing - 5 Regions	100% SBSA w/8(a) Pool	FY15
\$10.56B			

¹ No SB prime interest because predominance of contingency effort is performed OCONUS, SB subcontracting goal of 35% of CONUS total obligated amount

² SB of 15% of F&OC Pool total obligated amount

³ SB subcontracting goal of 35% of CONUS F&OC total obligated amount

⁴ SB subcontracting goal of 15% of CONUS F&OC total obligated amount

POC: Director of SB Programs: Ms. Barbara Liptak, barbara.liptak@us.af.mil

\$ Are Estimates; Acquisition Lead Times Range From 18-30 Months



Upcoming Opportunities

AF Installation Contracting Agency, Hurlburt Field, FL SB Prime Contracts Projected – FY 14 - 15

U.S. AIR FORCE

- \$8M Air Warfare Ctr Courseware Dev – HQ AFSOC 100% SBSA - OASIS SB FY14
 - \$49M Intel Surv/Proc Exp Diss Spt - HQ AFSOC¹ 100% SBSA - OASIS SB FY15
 - \$45M SETA V Multiple Awd IDIQ - HQ AFSOC 100% SBSA FY15
 - \$45M Multiple Award Const. Contract - Cannon AFB 100% SBSA FY15
 - \$15M A&E Services - Cannon AFB F&O FY15
- \$162M

¹ Intelligence Surveillance & Reconnaissance/Process Exploitation and Dissemination Support – Currently LB; FY15 award to SB; RFI on OASIS SB; multiple responses received

POC: MAJCOM Director of SB Programs: Mr. Lenny Capik,

leonard.capik@us.af.mil

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Upcoming Opportunities

AF Space Command (AFSPC), Peterson AFB, CO SB Contracts Projected – FY 15

U.S. AIR FORCE

- >\$100M Integrated AFNet Ops & Services (IAFNOS) WOSB Set-Aside FY15
- >\$100M Instrument Radar Support Pgm II (IRSP II) TBD FY15
- >\$100M Enterprise Network Services Acq (ENSA) TBD FY15
- >\$100M Simplified Base Engineering Rqmts (SABER) 8(a) Competitive FY15
- >\$100M Wing Information and Comm Support (WICS) 8(a) Competitive FY15
- >\$100M Cape Launch O&M Infrastructure Spt (CLOIS) 100% SB Set-Aside FY16
- >\$600M

POC: MAJCOM Director of SB Programs: Ms. Lori Houghton,

lori.houghton@us.af.mil

\$ Are Estimates; Acquisition Lead Times Range From 18-30 Months



Upcoming Opportunities

AF Global Strike Command(AFSPC), Barksdale AFB, LA SB Contracts Projected – FY 15

U.S. AIR FORCE

- \$ 25M Barksdale AFB Base Paving SBSA FY15
- \$ 45M Barksdale AFB Airfield Paving SBSA FY15
- \$ 10M Barksdale AFB CE Design Svs A&E IDIQ SBSA FY15
- \$ 45M Whiteman AFB SABER IDIQ 8(a) Competitive FY15
- \$ 20M Whiteman COCESS IDIQ SBSA FY15
- \$ 145M

POC: MAJCOM Director of SB Programs: Ms. Anita Jackson,

anita.jackson.2@us.af.mil

\$ Are Estimates; Acquisition Lead Times Range From 18-30 Months



Upcoming Opportunities

SB Prime Contracts Projected – FY 15 – 16 Training Commands

U.S. AIR FORCE

US Air Force Academy (USAFA), CO

- \$ 90M CASTle Aging Structures 100%SBSA FY15
- \$ 25M 5 A&E IDIQs \$5M each Multi-Disciplined Mix of LB and SB FY15
- \$ 6M Golf Clubhouse (NAF) Planning SDVOSB FY15
\$121M

Director of SB Programs: Mr. James Wolski, james.wolski.1@us.af.mil

HQ Air Education and Training Command, TX

- \$ 47M Barry M. Goldwater Range O&M 100% 8(a) FY16

MAJCOM Director of SB Programs: Mr. Bobby Watts, bobby.watts@us.af.mil

Acquisition Lead Times Range From 18-30 Months



Upcoming Opportunities

Air Combat Command (ACC), Langley AFB, VA SB Prime Contracts Projected – FY 15 - 16

U.S. AIR FORCE

Acquisition Management & Integration Center (AMIC), Langley AFB, VA

- >\$500M Counter Narcotics & Global Threats Ops & Logistics Services Multiple IDIQ - TBD FY15
- >\$500M Counter Narcotics & Global Threats Training Services Multiple IDIQ - TBD FY15
- >\$100M Unmanned Aircraft Sys Ops Ctr Spt F&O FY15
- >\$100M 57 MXG Backshop Mx – Nellis AFB, NV TBD FY15
- >\$100M Aerial Targets O&M - Eglin AFB, FL F&O FY16

Offutt AFB, Nebraska

- >\$500M ITCC II (IT Capabilities) USSTRATCOM F&O FY16
- >\$ 50M C2 Software Engineering Svs (C2SES) TBD FY16

MAJCOM Director of SB Programs: Ms. Becky Carpenter,

becky.carpenter.1@us.af.mil

\$ Are Estimates; Acquisition Lead Times Range From 18-30 Months



Upcoming Opportunities

HQ AF Reserve Command (HQ AFRC), Robins AFB, GA SB Contracts Projected – FY 15 - 18

U.S. AIR FORCE

- \$11.3M Base Ops Spt (BOS) Services, Westover ARB 100% SB Set-Aside FY15
 - \$ 7.10M BOS Services, Youngstown ARB 100% SB Set-Aside FY15
 - \$ 8.65M BOS Services, Grissom ARB 100% SB Set-Aside FY17
 - \$ 7.80M BOS Services, Homestead ARB 100% SB Set-Aside FY17
 - \$ 9.19M BOS Services, March ARB 100% SB Set-Aside FY18
- \$44.04M

SB Specialist: Ms. Brenda Pate, brenda.pate@us.af.mil

\$ Are Estimates; Acquisition Lead Times Range From 18-30 Months



Upcoming Opportunities

Air Mobility Command (AMC) Scott AFB, IL SB Contracts Projected – FY 15 - 16

U.S. AIR FORCE

- \$30M Scott AFB Multiple Award Paving Contract 100% SBSA FY15
 - \$48M JB Charleston SABER 8(a) Set-aside FY15
 - \$20M Fairchild AFB Medical Discipline 100% SBSA FY15
 - \$25M Grand Forks AFB SABER 8(a) Set-aside FY16
 - \$120M MacDill AFB Civil Engineering Support 100% SB Set-aside FY16
- \$199M

MAJCOM Director of SB Programs: Mr. Ed Beussink, edwin.beussink@us.af.mil

\$ Are Estimates; Acquisition Lead Times Range From 18-30 Months



Upcoming Opportunities

Joint Base Andrews, DC SB Contracts Projected – FY 14 - 16

U.S. AIR FORCE

- \$18M Structural Analysis/Modeling Services TBD FY14
- \$ 8M Language/Area Studies Immersion/
Regional Area Strategist Immersion SBSA FY15
- \$30M Acquisition Leadership Challenge/Training TBD FY16
\$56M

Already identified by PEO Combat/Mission Support:

- \$ 180M Secretary of the Air Force Tech/Analytical Services SABSA FY15

MAJCOM Director of SB Programs: Ms. Theresa Clark

theresa.l.clark2.civ@mail.mil

\$ Are Estimates; Acquisition Lead Times Range From 18-30 Months



U.S. AIR FORCE

