



Small Business Office

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AFLCMC/SB

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Disclaimer: The information provided herein represents the Government's best understanding of the procurement as of the presentation date. This information should be considered preliminary and subject to change.



Who is AFLCMC



- **Air Force Life Cycle Management Center (AFLCMC) located at Wright-Patterson AFB, Ohio (near Dayton)**
- **One of six centers under Air Force Materiel Command**
- **AFLCMC manages Air Force weapon systems from inception to retirement – “cradle to grave”**
- **AFLCMC Program Executive Offices (PEOs) at WPAFB**
 - Agile Combat Support
 - Business Enterprise Systems
 - Fighters/Bombers
 - ISR/SOF
 - Mobility & Training
 - Tanker
 - Presidential Executive Airlift
- **Operational Contracting (including Construction): PZI**



PEOs at WPAFB



- PEOs aka “program offices” or “directorates”
- 7 PEO Program/Buying Offices at WPAFB
- 6 PEOs Headquartered Here
- Agile Combat Support (ACS)
 - AFLCMC/WN office symbol
 - HQ at WPAFB; Other program offices located at Robins AFB, GA & Heath, OH
 - Diverse Portfolio: Alternative Fuels, Combat Electronics Systems, Human Systems, Simulator Systems, Electronic Warfare & Avionics, Support, Equipment and Vehicles, Automatic Test Systems, Air Force Metrology & Calibration, Environmental & Industrial Engineering



PEOs at WPAFB, cont...



- **Business Enterprise Systems (BES)**
 - AFLCMC/BI office symbol
 - Acquires & Sustains Enterprise Information Technology (IT)
 - HQ at Maxwell AFB - Gunter Annex in Alabama
 - Buying/Program Mgt Offices at WPAFB
- **Fighters/Bombers**
 - AFLCMC/WW office symbol
 - Acquires & Sustains Fighter & Bomber systems
 - Includes A-10, A-29, F-15, F-16, F-22, F-35, B-1, B-2 & B-52
 - HQ at WPAFB; Other program offices at Hill AFB, UT; Robins AFB, GA; Tinker AFB, OK; Crystal City, VA



PEOs at WPAFB, cont...



- **Intelligence, Surveillance, Reconnaissance & Special Operations Forces (ISR/SOF)**
 - AFLCMC/WI office symbol
 - Acquires & Sustains ISR/SOF Solutions
 - HQ at WPAFB; other program offices at Robins AFB, GA
- **Mobility & Training**
 - AFLCMC/WL office symbol
 - Acquires & Sustains Mobility & Training Aircraft
 - Includes C-130, C-17, & JPATS Trainer
 - HQ at WPAFB; Other program offices at Hill AFB, UT; Robins AFB, GA; Tinker AFB, OK

PEOs at WPAFB, cont...

- **Presidential and Executive Airlift**
 - AFLCMC/WV office symbol
 - Acquires and sustains presidential, executive, and special mission aircraft
 - Includes VC-25A & VC-25B, C-12, C-21, C-32, C-37, C-40, and E-4B
 - HQ at WPAFB; Other program office at Tinker AFB, OK
- **Tanker**
 - AFLCMC/WK office symbol
 - Acquires & Sustains KC-46 Tanker Fleet
 - Legacy Tankers (KC-135/KC-10) at Tinker AFB, OK
 - HQ at WPAFB



PEOs, cont...

- **PEOs Headquartered Elsewhere:**
 - **Armament (Eglin AFB, FL)**
 - AFLCMC/EB office symbol
 - **Command, Control, Communications, Intelligence, & Networks (C3I&N) (Hanscom AFB, MA)**
 - AFLCMC/HN office symbol
 - **Battle Management – Digital (Hanscom AFB, MA)**
 - AFLCMC/HB office symbol
 - **Strategic Systems (Kirtland AFB, NM)**
 - AFLCMC/SS office symbol

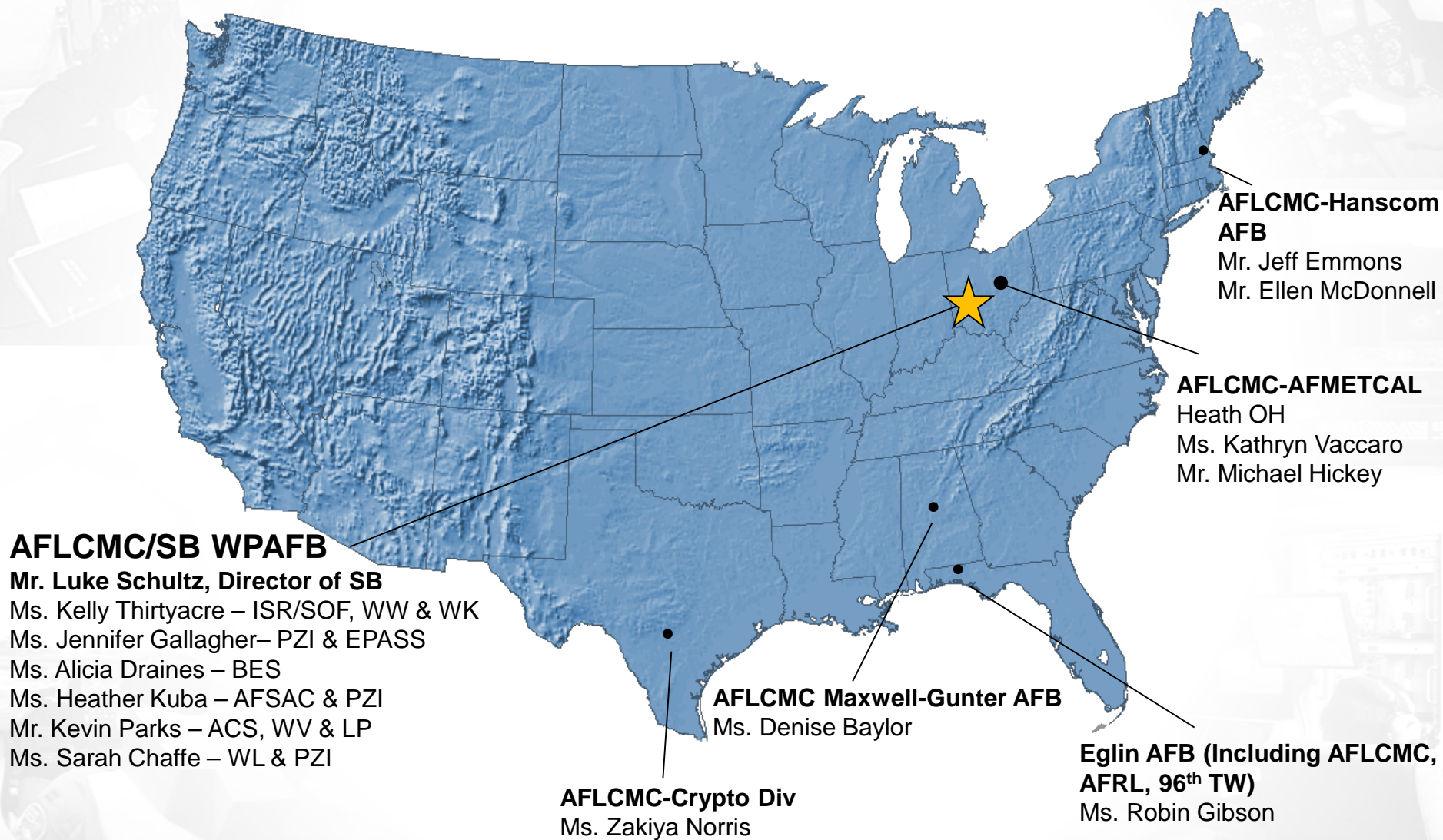


SB—Who We Are

- **Who We Are**
 - Integrated team in 6 geographic locations
 - Part of the AF and AFMC SB Offices
- **AFLCMC Small Business Office Mission:**
 - *Maximizing innovative, agile, and efficient small business solutions to the world's greatest Air Force*



AFLCMC Small Business Offices





SB—What We Do

- **AFLCMC SB core purpose: *Support the Warfighter***
 - **Encourage program offices to seek & consider small business solutions when they make cost, schedule, and/or performance sense**
- **Counsel Contractors**
 - **Match AFLCMC needs with Contractors meeting those needs**
 - **Coordinate inquiries and guidance requests**
- **Promote effective In-Reach & Outreach Programs**
- **Advocate for the mission while promoting SB alternatives**



Doing Business w/ AFLCMC



- Register your business:
 - Obtain a DUNS Number
 - Free of charge for Government Contracting and Grants
 - System for Award Management (SAM)
 - Consolidated system for federal procurement
 - No cost to companies, <https://www.sam.gov>
 - Your local PTAC and SBA representatives can assist w/ these tasks
- Search for contracting opportunities:
 - Federal Business Opportunities, <https://www.fbo.gov>



Doing Business w/ AFLCMC



- Know the rules of Federal Government contracting
 - Keep abreast of changes in laws and regulations
 - <http://farsite.hill.af.mil/>
 - FAR Part 19 – Small Business Programs
- Submit well-prepared quotes or proposals
- Pointers to Small Businesses:
 - Respond to Sources Sought Synopses
 - Consider teaming in order to strengthen capabilities
 - Consider subcontracting opportunities-perform well
 - Watch for/attend local Small Business Events posted on FBO.gov



How Businesses Can Help Themselves

- **Assist the Govt w/ mandatory market research**
 - **Mandatory for actions over \$10K**
 - **Market research is key to understanding our marketplace**
 - **Key to knowing who the Small Businesses are in our North American Industrial Classification System (NAICS) code**

How Businesses Can Help Themselves


- Why SBs should respond to sources sought, RFIs and/or draft RFPs:
 - If the **rule of two** is met, the Contracting Officer (CO) may set aside that contract for restricted competition
 - Better **market intelligence** can allow the CO to make an informed decision regarding:
 - **Whether subcontracting opportunities exist**
 - What **SB goals** are **reasonable/attainable** for the prime
 - Formulating a response early on allows **more opportunity to communicate with the CO**






How Businesses Can Help Themselves

- The AF is looking for ways to **break out larger contracts**
 - Allows SBs to **compete/prime on part of requirements**
 - Must be **capable** of performing at a **fair and reasonable price**
- What SB can do to communicate this might be feasible:
 - Add your name to the “Interested Vendors” List on FBO-notices
 - Be sure the information the system pulls in here from SAM is accurate and complete
 - Respond to sources sought, RFIs and draft RFPs
 - Attend Industry Days
 - Even if your capability isn’t broken out, you may meet a prime willing to include you on their proposal for the overall effort


Searching on FedBizOpps



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Business
Opportunities

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Search more than **27,600*** active federal opportunities.

Posted Date:
last 90 Days

Set-aside Code:
Any


Place of Performance:
Any


Type:
Any


Keyword / Solicitation #:
Agency:


Search

Additional criteria and multiple selections are available on the [advanced search form](#).
* Notices posted within the last 90 days.


ATTENTION: The U.S. Small Business Administration (SBA) updated its Table of Small Business Size Standards adopting the Office of Management and Budget's 2017 revision of the North American Industry Classification System (NAICS) effective October 1, 2017. The revised NAICS Codes and their corresponding size standards are available for use in FBO. The updated table of size standards is available on SBA's website at www.sba.gov/size.



SAM.gov REGISTRATION IS FREE: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.



BUY AMERICAN ACT
View historical agency spend data regarding exceptions to the Buy American Act.
[Download Excel file](#)


FBO RECOVERY REPORTS

- [Click here for Opportunities](#)
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SMALL BUSINESS EVENTS
[Learn more about the Small Business Central Event Listing or search now for events](#)


VENDOR COLLABORATION
FBO now contains the Vendor Collaboration Central Event Listing.
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[VENDOR COLLABORATION](#)

•To Search for SB Events

Subcontracting Opportunities

- Opportunities on large, OEM prime contracts
- Not set-aside? Must evaluate SB participation
- Look for teaming partners at events, industry days, and on FBO!



The screenshot displays the FEDBIZOPPS.GOV website. The header includes the site name and navigation tabs: Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the header, there are links for Buyers and Vendors to login or register, and an Accessibility link. The main content area features the U.S. Air Force logo and details for the SCARS Industry Meeting, 28 Nov 2017, and Industry One-on-Ones, Tues, 29 – 30 Nov 2017, in Orlando, FL. The solicitation number is FA8621-18-R-0002, and the agency is the Department of the Air Force. The location is AFLCMC/PK - WPAFB. Below the details, there are three tabs: Notice Details, Packages, and Interested Vendors List (circled in red). To the right of the tabs are links for Print and Link. Below the tabs, there are links for Complete View, Original Synopsis, Return To Opportunities List, Watch This Opportunity, and Add Me To Interested Vendors. The bottom section shows the Solicitation Number (FA8621-18-R-0002) and Notice Type (Sources Sought). On the right, there is a section for ALL FILES, showing a file named Sources Sought SCARS 10 Oct 2017.

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U.S. AIR FORCE

SCARS Industry Meeting, 28 Nov 2017, and Industry One-on-Ones, Tues, 29 – 30 Nov 2017, in Orlando, FL
Solicitation Number: FA8621-18-R-0002
Agency: Department of the Air Force
Office: Air Force Materiel Command
Location: AFLCMC/PK - WPAFB (includes PZ, WL, WW, WI, WN, WK, LP, WF, WK)

Notice Details Packages Interested Vendors List

Print Link

[Complete View](#)
[Original Synopsis](#)
Sources Sought
Oct 10, 2017
2:46 pm

[Return To Opportunities List](#) [Watch This Opportunity](#)
[Add Me To Interested Vendors](#)

Solicitation Number: FA8621-18-R-0002 Notice Type: Sources Sought

ALL FILES
[Sources Sought SCARS 10 Oct 2017](#)
Oct 10, 2017
[Sources Sought SCARS...](#)



Upcoming Events



- **Ohio Business Matchmaker 2019**
 - Sponsored by SBA & OHIO PTAC
 - 22-23 APRIL 2019
 - WSU Nutter Center Dayton, Ohio
 - Yearly event, keep on your radar
- **AFLCMC Life Cycle Industry Days (LCID)**
 - 19-21 June 2019 Dayton Convention Center
 - AFLCMC Small Business Website:
<http://www.wpafb.af.mil/aflcmc/sbo>
 - LCID Website: <https://www.wpafb.af.mil/lcid/>





Small Business Hot Topics





Limitations on Subcontracting

- **Effective 8 Jan 2019, use FAR Clause 52.219-14, Limitations on Subcontracting (DEVIATION 2019-O0003)**
- **So what changed?**
 - **Added “Similarly situated entity” (SSE): a first-tier subcontractor, including an independent contractor, that has the same small business program status as the prime contractor for the award and that is considered small for the NAICS code the prime contractor assigned to the subcontract the subcontractor will perform.**
 - **Added “Independent contractors”: considered a subcontractor**
 - **Percentages now based on total contract value (to include first-tier subcontractors that are similarly situated) versus only personnel cost**
 - **Services = 50% not SSE, any work SSE subcontracts counts toward 50%**
 - **Supplies = 50% excluding materials, not SSE, any work SSE subcontracts counts toward 50%**
 - **Added Joint Ventures must agree to the %’s above for the “aggregate” of the joint venture participants**



Nonmanufacturer Rule



- **What is a Manufacturer? (13 C.F.R. § 121.406(b)(2)(i)(b)):**
 - The concern which performs the primary activities in transforming organic or inorganic substances, including the assembly of parts and components, into the end item being acquired
- **What does Nonmanufacturer mean? (see FAR 19.001)**
 - “A contractor under a small business set-aside or 8(a) contract shall be a small business under the applicable size standard and shall provide either its own product or that of another domestic small business manufacturing or processing concern (see 13 CFR 121.406)”
- **What does Nonmanufacturer mean? (see FAR 19.001) Cont'd**
 - In laymen's terms, “the Nonmanufacturer Rule” (NMR) allows an otherwise responsible business concern to be awarded a procurement contract to supply a product – even though it is not the manufacturer or processor of the product – as long as it meets certain conditions (Small Business Act - 15 U.S.C. §631).



Nonmanufacturer Rule, cont...

- The NMR Applies to:
 - SB set-asides (Total and Partial) above the SAT
 - 8(a), HUBZOne, SDVOSB, WOSB and EDWOSB at ALL dollar values
 - Only applies to manufacturing and supply acquisitions with certain assigned NAICS codes

Nonmanufacturer Rule, cont...

- **Exceptions: (see FAR 19.102(f)(7))**
 - If procurement of a manufactured end product processed under the procedures set forth in Part 13 (not exceeding SAT):
 - Is set aside for small business; and
 - Is not anticipated to exceed \$25,000, and
 - The offeror supplies an end product that is manufactured or produced in the United States or its outlying areas
- **Potential Waivers: (see FAR 19.102(f))**
 - If no known domestic small business manufacturers or processors can reasonably be expected to offer a product meeting the requirements of the solicitation



Subcontract Reporting



- **Requirement - FAR Clause 52.219-9, per FAR 19.708(b):**
 - “In solicitations and contracts that offer subcontracting possibilities
 - Expected to exceed \$700,000 (\$1.5 million for construction of any public facility)
 - And are required to include the clause at FAR Clause 52.219-8, Utilization of Small Business Concerns
 - Unless the acquisition is set aside or is to be accomplished under the 8(a) program”
- **FAR Clause 52.219-16, Liquidated Damages --Subcontracting Plan**
 - In all solicitations and contracts containing FAR Clause 52.219-9, Small Business Subcontracting Plan, or the clause with its Alternate I, II, III, or IV
 - Failure to make a good faith effort to comply w/ the subcontracting plan may result in the assessment of liquidated damages



POCs & Other Resources



AFLCMC SB POCs

Small Business POC	Coverage Area
Luke Schultz, (937) 904-5999	DIRECTOR
Sarah Chaffe, (937) 255-5422	WL / PZI
Alicia Draines, (937) 904-5998	HI
Jennifer Gallagher, (937) 904-7153	PZI / PZI-Operational / AZ
Heather Kuba, (937) 255-4370	WF / PZI
Kevin Parks, (937) 904-7117	WN / WV / LP
Kelly Thirtyacre, (937) 255-5322	WW / WK / WI
Nicolette Dahdah, (937) 904-7176	PAQ Intern



Other WPAFB SB Offices



- **Air Force Research Laboratory (AFRL)**
 - Bill Harrison, Director (937) 656-9171
 - www.afrlsbhub.com
- **Air Force Installation Contracting Agency (AFICA)**
 - Dave Boris, Director for WPAFB (937) 257-2822
- **Air Force Materiel Command (AFMC)**
 - Farris Welsh, Director (937) 257-3211



Other Resources



- **Procurement Technical Assistance Centers (PTACs)**
 - Located in all states
 - Assist clients in becoming prime contractors or subcontractors for the federal government, state & local govts, special districts, colleges and universities
 - For WPAFB: Mr. Bill Cox (937) 306-1469
- **Small Business Administration (SBA)**
 - Advocates on behalf of small business in the federal procurement world
 - SBA Procurement Center Representative (PCR) for WPAFB:
 - Mr. Tom Krusemark (937) 255-3333

Questions?