WARNING
INNOVATION
IN PROGRESS
Small Business
Reaching Beyond Goals

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SAF/SB
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Mission and Vision

- **Air Force Small Business Vision**
  
  We will reach *Beyond Goals* to make Small Business the solution of choice to meet the needs of the Air Force mission

- **Air Force Small Business Mission**

  To create and deliver strategies that bring innovative, agile and efficient Small Business solutions to the Air Force to fly, fight and win in air, space and cyberspace and it is exemplified through this *Beyond Goals* strategy

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Innovation - Agility - Efficiency - Economy - Diversity!

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*Integrity - Service - Excellence*
## Strategic Objectives Aligned to Air Force Priorities

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<th>Reinvigorate the Nuclear enterprise</th>
<th>Partner with the Joint Coalition team to Win Today’s Fight</th>
<th>Develop and Care for Airmen and Their Families</th>
<th>Modernize Our Air and Space Inventories, Organizations, and Trainings</th>
<th>Acquisition Excellence</th>
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<td>Create and Deliver the Right Small Business Options and Solutions to the Warfighter</td>
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<td>Develop a Mission Ready Small Business Work Force</td>
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<td>Foster Awareness and Advocacy of Small Business Capabilities to Support Mission Needs</td>
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Beyond Goals

- Brings innovation, agility and efficiency of small businesses to mission of Air Force
- Pushes beyond traditional method of measuring success by percentages
- Ensures Warfighters’ access to comprehensive set of capabilities

*From Small Business Advocates…
  to Advocates for the mission…
  met with small business solutions!*

Small Business Solutions of Choice!
Small Business Mission Impact

Innovation
Agility
Efficiency
Diversity
Single Digit G & A
Small Business - New Goals

- Deliver Solutions - tactical and strategic
  - Establish Small Business Solution Center
  - A market research/data analysis power house

- Increase Leadership Awareness
  - Focus Small Business accomplishments/value to the mission

- Create a Small Business Force
  - Community of Practice (COP), Outreach, enterprise knowledge

- Exceed 23%
  - Target strategies to strengthen the small business program
Pilot Initiative SB Solution Center

- Proactive market research to influence and shape acquisition strategies to promote small business solutions

- Places small business focus on:
  - Data analysis
  - Training
  - Strategic Sourcing analysis
  - Market research and outreach
  - Customer and industry outreach
  - Strategy development

- Provides Knowledge Sharing
  - COP
  - Collects data and lessons learned
  - Disseminates to the field

- Develops tools and implements processes to maximize utilization of small business

*Integrity - Service - Excellence*
What are the needs of new SBS? They need to know ....

- The mission of the Air Force Small Business Programs
- Their role in advising PMs/COs about SB Options/Solutions in support of the organization’s mission
- How to justify SBSs’ actions based on mission requirements supported with a business case presentation
- Their role in commodity councils and/or acquisition strategy panels supported with market research information
- How to provide input to update and revise laws, policies, and regulations that affect small business programs
- How to prepare “Contract Action Reports” that provide metrical snapshots that will assist commanders/directors, as well as SAF/SB, in measuring the organization’s progress
Specialized fire trucks at Vandenberg AFB needed refurbishment/upgrades.

Small Business solution provided customer-specific repairs that will add 10 years to a vehicle’s life.

“It’s exactly what we need and practical for Vandenberg.”

Mark Farias, Chief, Fire and Emergency Services, Vandenberg AFB, Calif.

“(Fire department officials) made sure they looked at every aspect, weighed all their options and really did their homework.”

Dee Perry, 30th Space Wing Small Business Specialist
AF Small Business Success

- Small Business Falcon Program at McGuire AFB – 75% reduction in bird strikes
- Washington Post Story, Nov 3, AF Looking for Falcons to Help Reduce Bird strikes in Iraq

“Even with the most advanced technology available today, an 80-ton U.S. Air Force aircraft still relies on a winged ally that weighs in at about 2 pounds.”
Award-Winning Fire Department Relies on Small Business for Mission Success  Pages 8-9
INTEGRITY - SERVICE - EXCELLENCE

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