Air Force Small Business
“Small Source, Right Value, Big Performance”

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Small Business Programs
SAF/SB
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Agenda

- Technology Game Changers & SB
- Keys to Capitalizing on SB Capabilities
- Questions?
<table>
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<th><strong>SB Capabilities</strong></th>
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<td><strong>HIGH-SPEED</strong></td>
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| PC Krause and Associates, Inc.  
Program Name: Multi-Level Heterogeneous Modeling |
| Taitech, Inc. Program: Technology for Sustained Supersonic Combustion |
| Innovative Scientific Solutions, Inc.  
Program: Technology for Sustained Supersonic Combustion |
| **ENERGY EFFICIENT PLATFORMS** |
| Florida Turbine Technologies Inc.  
Program Name: Efficient Small Scale Propulsion (ESSP) System Trade Studies |
| Williams International Company, LLC  
Program Name: Small Component and Engine Structural Assessment Research (S-CAESAR) Engine Demonstrator |
| **ELECTRONIC WARFARE** |
| RNET Technologies  
Program Name: Center for Innovative Radar Engineering (CIRE) |
| Intelligent Software Solutions  
Program Name: System Concepts Enabling Persistent Tracking and Identification for Combat (SCEPTIC) |
| SelectTech  
Program Name: Blue Devil |
| **C4ISR** |
SAF/AQR managed initiative: Received 730 white papers in response BAA (88% SB)

Focus on key technology areas:
- Support to current contingency operations (particularly in the areas of precision air delivery)
- Low-metal or non-metallic detection devices
- Persistent wide-area airborne surveillance and exploitation capability
- Combat search and rescue
- Man-portable fire suppressant

Also considered:
- Degree to which the technical approach was relevant to AF needs
- If it enhances or accelerates the development of an AF capability
- If it reduces development/sustainment costs

SAF/AQR anticipates ~55 contract awards FY12
SBIR/STTR Phased Approach

$370M Total FY10 Budget
2.8% of Extramural RDT&E Budget

FY11: Total of 200 SBIR & STTR Topics

- **PHASE I** – Average 450 awards, ~5,500 proposals
  - Feasibility Study
  - $150K, 9-month Award

- **PHASE II** – Average 170 awards, ~550 proposals
  - Full Research/R&D
  - Up to $1M, 2-year Award

- **PHASE III** – FY10 - 45 awards = $260M
  - Commercialization Stage
  - Non-SBIR/STTR Funds
SB Value
Tinker AFB SB Success Story

- Tinker AFB requirement for an engine part previously sole sourced to OEM (anticipated value $101M)

- Small business:
  - Requested approval to manufacture
  - Asked for a waiver from first article because they built it as sub to Pratt

- Source approval package went out competitive - SB proposed $28M ($73M below estimate)
  - Because of difference in pricing, competition was questionable - required a determination of adequate competition (IAW FAR 15.403-1(b)(ii))
  - The determination sided with SB because the chief engineer once held the same position at Pratt & Whitney, SB was capable of understanding the requirement in order to provide a meaningful offer.

Contract awarded to SB – saved the AF $73M, and was an exceptional performer
Assessment Framework: How AF SB Program Adds Value

“Smalls” aware of USAF Prime or teaming opportunities (SBDD contacts)

“Smalls” considered USAF prime or teaming Opportunity (Supplier Database)

“Smalls” submit Bids for prime “Smalls” part of bid as sub (SB Submissions)

“Smalls” “show” well (SBs finish in Top #)

Graduation Rate

Prime $ won by “Smalls”
Sub $ won by “Smalls”

Assess Value Proposition
- Contract Performance
- Best Value Continuum

FEEDBACK

Integrity - Service - Excellence
Keys to Capitalizing on SB Capabilities

1. Matching your capabilities with our needs:
We need to make this a “Corporate AF Capability”

2. Alignment & Synchronization of our Total AF SB Efforts
   - SBIR
   - RIF
   - Rapid Fielding Capabilities
   - Subcontracting
   - Prime contracts
Need to Work Together

- Need to work together to get products to our warfighters as quickly as possible, at a price we can execute, and a fair and reasonable cost for industry.

- Budget environment calls for all of us to be more focused on:
  - Affordability
  - Disciplined Execution
  - Innovation

- Focus on teamwork to maximize the value produced for precious taxpayer dollars

“The success of the military and industry are now mutually related more than ever before. There is no trade space, time or patience to overpromise and under-deliver.” - CSAF
Questions?