



Headquarters U.S. Air Force

Integrity - Service - Excellence

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



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SAF/SB
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U.S. AIR FORCE

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Agenda

- **Technology Game Changers & SB**
- **Keys to Capitalizing on SB Capabilities**
- **Questions?**



SB Capabilities

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**

HIGH-SPEED

RNET Technologies
**Program Name: Center for Innovative Radar
Engineering (CIRE)**

ELECTRONIC WARFARE

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**

ENERGY EFFICIENT PLATFORMS

Intelligent Software Solutions
**Program Name: System Concepts Enabling
Persistent Tracking and Identification for
Combat (SCEPTIC)**

SelectTech
Program Name: Blue Devil

C4ISR



Rapid Improvement Fund

- **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

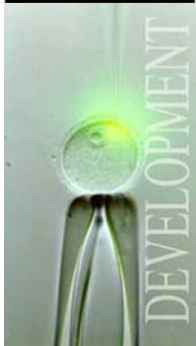
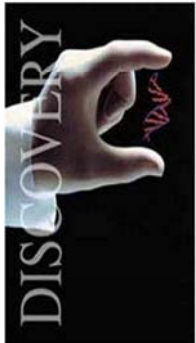


\$370M Total FY10 Budget

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**



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SB Value

Tinker AFB SB Success Story

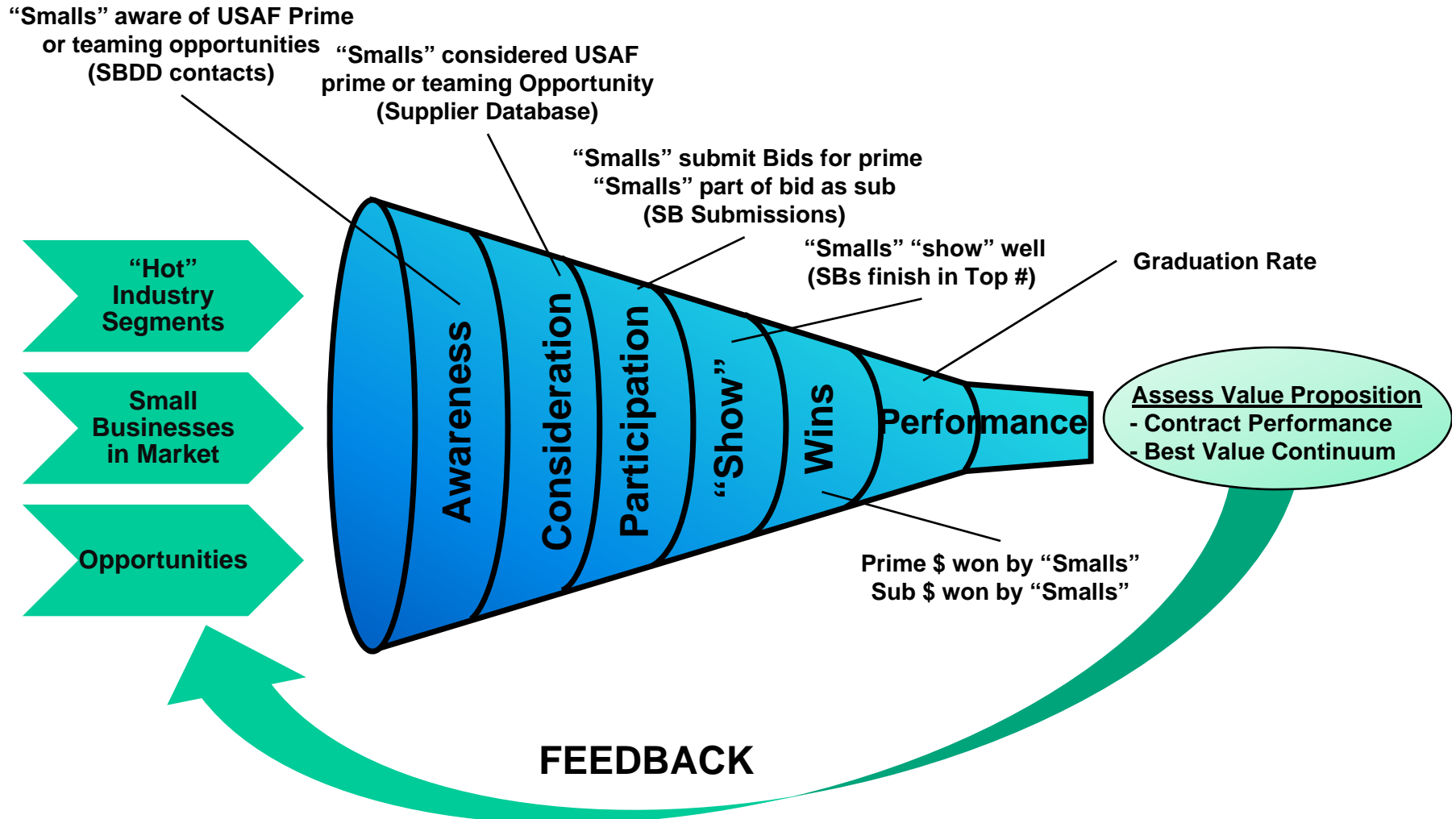
- **Tinker AFB requirement for an engine part previously sole sourced to OEM (anticipated value \$101M)**
- **Small business:**
 - **Requested approval to manufacture**
 - **Asked for a waiver from first article because they built it as sub to Pratt**
- **Source approval package went out competitive - 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

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Assessment Framework: How AF SB Program Adds Value



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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?

