Secretary of the Air Force
Office Small Business Programs

NDIA 11th SB Conference
OSD Panel

Mr. Mark Teskey
Director
SAF/SB
10 Sep 14
Continued Leadership Emphasis

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

MEMORANDUM FOR SEE/DISTRIBUTION

FROM: SAF/AQ
1090 Air Force Pentagon
Washington DC 20330-1090

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, ESIB, 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/SSB 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 acquisition, and socioeconomic programs. Mr. Richard Flaxe, AFRL, DSN 986-9869, is leading this planning effort and will contact you with additional details.

2. The Air Force achieved 14.43% towards our 13% 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/SSB, and her team to assist or provide additional guidance. They can be reached at (717) 364 – 8522 / (DSN 2408) and pentagon.aaf.ab.rubs.aafдобwoф.фсг@gmail.com.

William A. LaPlante
Assistant Secretary of the Air Force (Acquisition)
FY14 Small Business Performance to Goal

YTD FY14 SB Obligations | Amount to FY14 Goal | FY14 Goal Threshold
--- | --- | ---
$5,453.9 M | $911.3 M | $6,365.2 M

**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

Source: FPDS-NG Small Business Achievement Report a/o 31 Aug 2014
Examples of FY 14 Procurement Success Stories

- 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
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 – add’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
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**

<table>
<thead>
<tr>
<th>Amount</th>
<th>Description</th>
<th>SB Type</th>
<th>Fiscal Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1.8B</td>
<td>AEDC Test &amp; Ops Spt - Arnold AFB, TN</td>
<td>F&amp;O</td>
<td>FY15</td>
</tr>
<tr>
<td>$145M</td>
<td>AEDC Facility Spt Svs - Arnold AFB, TN</td>
<td>100% SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>$20M</td>
<td>AEDC PMEL - Arnold AFB, TN</td>
<td>100% SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>$77.5M</td>
<td>AEDC Test Services - Arnold AFB, TN</td>
<td>100% SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>$137M</td>
<td>Forward Operating Location BOS</td>
<td>100% SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td></td>
<td>(various locations)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$180M</td>
<td>Sec AF Tech/Analytical Spt II (SAFTAS II)</td>
<td>100% SBSA (OASIS SB)</td>
<td>FY15</td>
</tr>
<tr>
<td></td>
<td>Wash, DC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$750M</td>
<td>AFTC’s Tech &amp; Mgt Advisory Services</td>
<td>100% SBSA (OASIS SB)</td>
<td>FY15-19</td>
</tr>
<tr>
<td></td>
<td>(all test centers)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$470M</td>
<td>Space &amp; Missile Command Tech Spt (STS II)</td>
<td>100% SBSA (OASIS SB)</td>
<td>FY15-19</td>
</tr>
<tr>
<td></td>
<td>Space and Missile Ctr, CA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$350M</td>
<td>AFLCMC’s Engr/ Tech Acq Spt Svs - Wright Patt AFB, OH</td>
<td>100% SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$3.9B</td>
<td></td>
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</tr>
</tbody>
</table>

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

POCs: MAJCOM Directors of SB Programs at Each Location


$ 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

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

$45.67B

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

$ Are Estimates; Acquisition Lead Times Range From 18-30 Months
### Upcoming Opportunities

**AF Installation Contracting Agency (AFICA), Wright Patt, OH**

**SB Prime Contracts Projected – FY 15**

<table>
<thead>
<tr>
<th>Contract</th>
<th>Description</th>
<th>Contracting Mechanism</th>
<th>FY 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>$5B</td>
<td>AFCAP IV</td>
<td>F&amp;O (AFPEO/CM)</td>
<td>FY15</td>
</tr>
<tr>
<td>$2B</td>
<td>Cybersecurity TATS (CSTATS)</td>
<td>Partial Set-Aside (&lt;$3.5M)</td>
<td>FY15</td>
</tr>
<tr>
<td>$930M</td>
<td>Regional Engr &amp; Construction (RE&amp;C)</td>
<td>100% SBSA w/Reserves</td>
<td>FY15</td>
</tr>
<tr>
<td>$950M</td>
<td>WW Engr &amp; Construction (WE&amp;C) F&amp;OC</td>
<td>w/ SB Reserves</td>
<td>FY15</td>
</tr>
<tr>
<td>$960M</td>
<td>AE13 Design Construction Services</td>
<td>F&amp;O w/Regional SB Reserves</td>
<td>FY15</td>
</tr>
<tr>
<td>$500M</td>
<td>AE13 Environmental Services</td>
<td>F&amp;O w/ SB Reserves</td>
<td>FY15</td>
</tr>
<tr>
<td>$220M</td>
<td>Roofing - 5 Regions</td>
<td>100% SBSA w/8(a) Pool</td>
<td>FY15</td>
</tr>
<tr>
<td>$10.56B</td>
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</tr>
</tbody>
</table>

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

- $8M Air Warfare Ctr Courseware Dev – HQ AFSOC 100% SBSA - OASIS SB FY14
- $49M Intel Surv/Proc Exp Diss Spt - HQ AFSOC 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

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

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

- >$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
AF Global Strike Command (AFSPC), Barksdale AFB, LA

SB Contracts Projected – FY 15

- $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

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

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**

<table>
<thead>
<tr>
<th>Cost</th>
<th>Description</th>
<th>Set-Aside</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>$11.3M</td>
<td>Base Ops Spt (BOS) Services, Westover ARB</td>
<td>100% SB</td>
<td>FY15</td>
</tr>
<tr>
<td>$ 7.10M</td>
<td>BOS Services, Youngstown ARB</td>
<td>100% SB</td>
<td>FY15</td>
</tr>
<tr>
<td>$ 8.65M</td>
<td>BOS Services, Grissom ARB</td>
<td>100% SB</td>
<td>FY17</td>
</tr>
<tr>
<td>$ 7.80M</td>
<td>BOS Services, Homestead ARB</td>
<td>100% SB</td>
<td>FY17</td>
</tr>
<tr>
<td>$ 9.19M</td>
<td>BOS Services, March ARB</td>
<td>100% SB</td>
<td>FY18</td>
</tr>
</tbody>
</table>

$44.04M

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

$ Are Estimates; Acquisition Lead Times Range From 18-30 Months
SB Contracts Projected – FY 15 - 16

- $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

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

MAJCOM Director of SB Programs: Mr. Ed Beussink, edwin.beussink@us.af.mil
Joint Base Andrews, DC
SB Contracts Projected – FY 14 - 16

• $18M Structural Analysis/Modeling Services   TBD   FY14
• $ 8M Language/Area Studies Immersion/       SBSA  FY15
Regional Area Strategist Immersion
• $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