



## 2016 Ohio Business Matchmakers

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27 APR 16



# Overview



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# Wright-Patterson Air Force Base

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- **Located in Dayton, Ohio**
- **Largest buying installation in the Air Force**
- **Extremely diverse and organizationally complex**
  - **Major Command Headquarters**
  - **Weapon Systems**
  - **Research and Development**
  - **Base Operational Support**
  - **Strategic Sourcing**
  - **AFIT (Graduate/Post Graduate Education)**
- **More than 100 organizations on WPAFB**
- **Workforce of over 27,500 military, civilian and contractor support employees**



# Air Force FY15 Ohio Area Spend



## Top 15 SBs by Place of Performance – Ohio Area (OH/KY/IN/MI)

DUNS #	VENDOR NAME	PoP	PRIMARY NAICS	Total \$s
074689217	UES, INC	OH	541712	\$41,487,794.40
004475216	UNIVERSAL TECHNOLOGY CORPORATION	OH	541712	\$39,727,060.68
963385799	SPIRAL SOLUTIONS AND TECHNOLOGIES	KY	336413	\$29,531,761.00
132729877	PEERLESS TECHNOLOGIES CORPORATION	OH	541712	\$19,321,343.41
023755291	RCF INFORMATION SYSTEMS, INC	OH	541513	\$18,673,726.26
136991499	VALDEZ INTERNATIONAL CORPORATION	OH	541512	\$18,077,800.19
884812025	INNOVATIVE SCIENTIFIC SOLUTIONS, INC	OH	541712	\$17,482,386.30
021736012	BONEAL, INCORPORATED	KY	541330	\$16,242,476.00
363384004	MATRIX RESEARCH, INC	OH	541712	\$16,124,626.00
146389622	SUMARIA SYSTEMS, INC	OH	541712	\$14,997,222.59
004627316	INFOSCITEX CORPORATION	OH	541712	\$14,529,057.27
077352763	DATA MONITOR SYSTEMS INCORPORATED	IN/OH	561210	\$13,960,381.58
966618550	CENTRAL NICC JV, LLC	OH	236220	\$13,575,738.37
031764616	EDAPTIVE COMPUTING, INC	OH	541712	\$13,420,323.33
781841080	HX5, LLC	OH	541712	\$12,882,207.00

**Source: FPDS-NG, 03/25/16, Actions thru 09/30/15. Based on total procurement obligations for small business. \*\*No SB exclusions applied.\*\***





# AF SB Mission/Vision



- **Mission:**

- Direct, manage, and oversee the Air Force Small Business Program to ensure maximum practicable small business opportunities in our acquisitions, including advocating strategies in requirements and acquisition processes, and through Industry outreach, seeking small business capabilities for Air Force needs and priorities.

- **Vision:**

- Create a culture that values the benefits of increased small business and competition to enhance the industrial base and deliver small business capability to Air Force decision-makers, ensuring warfighter needs are met with innovation and efficiency in air, space, and cyberspace.



# Why Small Business



- **Importance of Small Business**
  - **U.S. small businesses are the engines of economic growth and job creation**
    - Create seven of every ten new jobs
    - Employ about half of the country's private sector workforce.
- **Why Small Business is critical to the economy**
  - **Small businesses create more than half of the nonfarm private gross domestic product (GDP)**
  - **Small businesses have generated 60%-80% of net new jobs annually over the last decade**



# Government & Industry Communication

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- **Industry day and outreach events**
  - Allows direct communication between Government and Industry regarding upcoming requirements and concerns
  - Gives the opportunity to incorporate industry comments into the Request for Proposal (RFP) development process
- **One-on-one appointments/capability presentations**
  - Opportunity for companies to share capabilities, commercial and best practices
- **Responding to sources sought and Request for Information (RFI)**
  - Usually the basis for small business set-aside decisions
  - Chance to get your name out to the customer



# Government & Industry Communication Continued

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- **Federal Register Proposed Rules Comment Period**
  - Announces and explains agency plans to solve problems and accomplish goals
  - Gives interested persons an opportunity to submit comments to improve the final regulation
  - Includes advance notices of proposed rulemaking, petitions for rulemaking, negotiated rulemakings, and various proposed determinations and interpretations
- **Federal Register Final Rule**
  - Regulations that apply to the general public and have final legal effect
  - Includes interim final rules, direct final rules, and various determinations, interpretive rules, and policy statements.
  - <https://www.federalregister.gov/>



# Tips for Successful Proposals



- **Give us what we ask for- clear/concise proposals**
  - **Section L:**
    - Has the specific instructions for the formatting, organizing and submittal of your proposal
  - **Section M:**
    - Lists the specific evaluation criteria and how the criteria will be scored. All proposals are measured to this same criteria
  - **Consider using a matrix to ensure the proposal mirrors what we are asking for and how we evaluate it**
  - **Section L and M should be compatible each other**



# Tips for Successful Proposals Continued



- **If sources sought or RFI has a quick submission date, ask for a reasonable extension or express your interest if given adequate time to respond.**
- **Proposal Pitfalls to Avoid :**
  - **Do Not use a standard boiler plate approach**
  - **Do Not deviate from Sec L instructions, even if you believe you have a better way to present your companies capabilities**
  - **Do Not assume the Government knows your capabilities**
    - If they are not expressed in writing within your proposal, then they will not be considered



# Other Tips for Success



- **Communication is key**
- **The Government benefits immensely from innovative ideas that increase agility, flexibility and technology, particularly with:**
  - Continually changing requirements
  - Reduced funds
- **Use the tools available to you:**
  - Use Small Business office websites
  - Attend trade fairs
  - Attend matchmaking events
  - Contact your local Small Business Specialist at WPAFB
  - Contact the SBA
  - Meet your customer – Create Relationships....NETWORK!



# Benefits of Teaming Arrangements

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- **Expand opportunities**
- **Maximize complementary skills, resources, capabilities**
- **Minimize risks**
- **Develop a direct relationship with DoD**
- **Fill gaps in past performance**
- **Eliminate barriers (e.g., geographically dispersed requirements)**
- **Increase competitiveness**
- **Small Businesses do not always have to be a subcontractor to a Large Business and Large Businesses do not always have to be the prime.**



# Tips for Teaming Arrangements



- **Explore Subcontracting Opportunities**
  - Do not neglect the very large secondary subcontracting market
  - Subcontracting Opportunities with DoD Prime Contractors publication
  - Subcontracting Network: SUB-Net
  - <http://web.sba.gov/subnet>
    - (Prime contractors use SUB-Net to post subcontracting opportunities)
  - SBA's Subcontracting Opportunities Directory
    - <https://www.sba.gov/contracting/finding-government-customers/subcontracting/subcontracting-opportunities-directory>
- **Guidance: DOD Office of Small Business Programs, "Guidebook for Facilitating Small Business Team Arrangements," Sep 2007**
  - [http://www.acq.osd.mil/osbp/docs/dod\\_OSBP\\_Guidebook\\_for\\_Facilitating\\_Small\\_Business\\_Team\\_Arrangements.pdf](http://www.acq.osd.mil/osbp/docs/dod_OSBP_Guidebook_for_Facilitating_Small_Business_Team_Arrangements.pdf)



# Finding Business Opportunities



- **Air Force SBIR/STTR Acquisitions**
  - <http://www.afsbirsttr.com>
- **Federal Business Opportunities**
  - <https://www.fbo.gov>
- **AFICA on FBO**
  - AFICA Business Opportunities
  - <http://www.wpafb.af.mil/library/factsheets/factsheet.asp?id=21206>
- **Research Past Purchases**
  - GSA Federal Procurement Data Center
  - <https://www.fpds.gov>



# WPAFB SB POCs



## Air Force Materiel Command

Director

**Farris Welsh**, (937) 257-3211  
farris.welsh@us.af.mil

SB Procurement Analyst

**Lynne Imhoff**, (937) 257-3211  
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SB Procurement Analyst

**Norm Willis**, (937) 257-3211  
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## Air Force Research Laboratory

Director

**William E. (Bill) Harrison, III**,  
(937) 656-9171  
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Small Business Specialist

**Patricia L. Kendrick**, (937) 656-706  
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## Air Force Life Cycle Management Center

Director

**Mary Haley** 937.904.5999  
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Small Business Specialists:

**Julie Leavitt**, 937.904.5998  
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**Angela Arnold**, 937.255.5322  
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**Jennifer Gallagher**, 937.904.7153  
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**Kent Morgan**, 937.904.7166  
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**Dr. Jeanette Robinson**, 937.257.4822  
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## Air Force Installation Contracting Agency

Director WPAFB O/L

**David Boris**, (937) 257-2822  
david.boris@us.af.mil

Small Business Specialists:

**Eric Feil**, (937) 257-1864  
eric.feil.1@us.af.mil

**Brittany Carter**, (937) 257-2602  
brittany.carter@us.af.mil

## AFRL Wright Research Site –ROW (Sensors, Aerospace Systems, 711th HPW, and Materials & Manufacturing)

Director

**Annette E. Dunbar**, (937) 713-9799  
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# Air Force Installation & Mission Support

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**Comments/Questions?**



## Backup Material



# Air Force FY15 Ohio Area Spend



## Top 15 SBs by Vendor Location– Ohio Area (OH/KY/IN/MI)

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074689217	UES, INC	OH	541712	\$41,487,794.40
004475216	UNIVERSAL TECHNOLOGY CORPORATION	OH	541712	\$40,286,060.68
963385799	SPIRAL SOLUTIONS AND TECHNOLOGIES	KY	336413	\$29,531,761.00
883504854	BTAS INC.	OH	541712	\$20,621,853.10
132729877	PEERLESS TECHNOLOGIES CORPORATION	OH	541712	\$20,014,704.09
020345075	SAWDEY SOLUTION SERVICES, INC	OH	541330	\$19,088,245.68
023755291	RCF INFORMATION SYSTEMS, INC	OH	541513	\$18,673,726.26
884812025	INNOVATIVE SCIENTIFIC SOLUTIONS, INC	OH	541712	\$17,482,386.30
021736012	BONEAL, INCORPORATED	KY	541330	\$16,280,734.00
363384004	MATRIX RESEARCH, INC	OH	541712	\$16,124,626.00
031764616	EDAPTIVE COMPUTING, INC	OH	541712	\$13,420,323.33
124032868	THE DESIGN KNOWLEDGE COMPANY	OH	541712	\$12,029,080.98
003592412	SOLUTIONS THROUGH INNOVATIVE TECHNOLOGIES, INC	OH	541330	\$11,763,461.22
056537608	SELECTTECH SERVICES CORPORATION	OH	541712	\$11,051,250.45
117755293	BB&E, LLC	MI	541620	\$10,616,519.99

**Source: FPDS-NG, 03/25/16, Actions thru 09/30/15.** Based on total procurement obligations for small business. **\*\*No SB exclusions applied.\*\***



# Small Business Key Websites



## Registration Information

**Dun & Bradstreet** - <https://iupdate.dnb.com/iUpdate/viewiUpdateHome.htm>

Begin by making sure your SB concern has a DUNS number. If you do not, you can register for free for a “D-U-N-S® Number for Government Contractors and Grantees”

**North American Industry Classification System (NAICS)** -

<http://www.census.gov/eos/www/naics/>

Take time to appropriately identify the supplies and services your SB concern offers. Be sure to use 2012 codes! You will be asked to enter these codes in the System for Award Management (SAM) [See below for SAM registration!]

CAGE Code – “Commercial and Government Entity Code”

This code is created after you have successfully completed your registration in the

**System for Award Management (SAM)** -

<https://www.sam.gov/portal/public/SAM/>

**Procurement Technical Assistance Center (PTAC)** – Offers free assistance with the above registrations! For your local office, scroll down to the map of the US at:

<http://aptac-us.org/new/>



# Small Business Key Websites



## General Small Business Information

Size Standards - [www.sba.gov/size](http://www.sba.gov/size)

Federal Acquisition Regulation (FAR) - <http://farsite.hill.af.mil/>

Small Disadvantaged Business - <http://www.sba.gov/content/disadvantaged-businesses>

8(a) Business Development Programs - <http://www.sba.gov/content/8a-business-development>

HUBZone (Historically Underutilized Business Zone) Program -  
<http://www.sba.gov/category/navigation-structure/contracting/working-with-government/small-business-certifications-audiences/hubzone-certification>

Women-Owned Small Business Federal Contract Program -  
<http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses>

Women Owned Businesses Selling to the Government -  
<https://www.sba.gov/content/women-owned-small-business-program>

Service Disabled Veteran Owned Small Business -  
<http://www.sba.gov/content/service-disabled-veteran-owned-small-business-concerns-sdvosbc>



# Small Business Key Websites



## Where to Find Opportunities

DoD Indian Incentive Program - <http://www.acq.osd.mil/osbp/sb/programs/iip/>

Defense Contract Audit Agency - [www.dcaa.mil](http://www.dcaa.mil)

8(a) Mentor-Protégé Program - <http://www.sba.gov/content/mentor-prot%C3%A9g%C3%A9-program>

Federal Business Opportunities - <https://www.fbo.gov/>

General Services Administration - <http://www.gsa.gov/portal/category/100000>

NASA Office of Procurement - <http://www.hq.nasa.gov/office/procurement/>

US Navy - <http://www.onr.navy.mil/Contracts-Grants.aspx>

Army & Air Force Exchange Service (AAFES) - <http://www.aafes.com/about-exchange/doing-business/>



# Small Business Key Websites



**US Army Corps of Engineers -**

**<http://www.usace.army.mil/BusinessWithUs/SmallBusiness.aspx>**

**US Department of Agriculture Procurement -**

**<http://www.dm.usda.gov/procurement/>**

**US Department of Energy Procurement Asst -**

**<http://energy.gov/gc/services/technology-transfer-and-procurement/office-assistant-general-counsel-procurement-and>**

**US Department HUD Contracting -**

**[http://portal.hud.gov/hudportal/HUD?src=/program\\_offices/cpo](http://portal.hud.gov/hudportal/HUD?src=/program_offices/cpo)**

**US Department of Interior - <http://www.doi.gov/pmb/osdbu/doing-business-with-doi.cfm>**

**US Department of Transportation - <http://www.dot.gov/business.html>**



# Small Business Key Websites



**US Department of Treasury Procurement -**

**<http://www.treasury.gov/about/organizational-structure/offices/Pages/Office-of-the-Procurement-Executive.aspx>**

**US Environmental Protection Agency -**

**<http://www.epa.gov/oam/>**

**US Department of State Contracting Opportunities -**

**<http://www.state.gov/s/dmr/sdbu/pubs/c6447.htm>**

**<https://www.fbo.gov/?s=agency&mode=form&tab=notices&id=a40c2ad10c980f89b7cbc7f129032695>**

**Defense Commissary Agency -**

**[http://www.commissaries.com/business/small\\_business.cfm](http://www.commissaries.com/business/small_business.cfm)**

**Defense Information Systems Agency (DISA) - <http://www.disa.mil/About/Our-Organization-Structure/OSBP>**

**Long Range Acquisition Estimate (LRAE) -**

**<http://airforcesmallbiz.org/opportunities/>**



# Small Business Key Websites



Rapid Innovation Fund (RIF) -

<http://www.acq.osd.mil/osbp/sb/opportunities.shtml>

Small Business Innovation Research (SBIR) / Small Business  
Technology Transfer (STTR) - <http://www.sbir.gov/>



# Small Business Key Websites



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## Small Business Assistance Centers

Association of Procurement Technical Assistance Centers - <http://www.aptac-us.org/new/>

Small Business Development Centers - <https://www.sba.gov/tools/local-assistance/sbdc>

US Department of Commerce Minority Business Development - <http://www.mbda.gov//>



# Small Business Key Websites



## Offices of Small Business Programs

US Department of Defense Office of Small Business Programs - Air Force OSDBU - <http://www.acq.osd.mil/osbp/>

Defense Logistics Agency OSDBU - <http://www.dla.mil/SmallBusiness/Pages/default.aspx>

NASA OSDBU - <http://osbp.nasa.gov/>

US Department of Veteran's Affairs OSDBU - <http://www.va.gov/osdbu/>

US Department of Agriculture OSDBU - <http://www.dm.usda.gov/osdbu/>

US Department of Commerce OSDBU - <http://www.osec.doc.gov/osdbu/>



# Small Business Key Websites



US Department of Education -

<http://www2.ed.gov/about/offices/list/ods/index.html?src=mr>

US Department of Health & Human Services OSDBU -

<http://www.hhs.gov/about/smallbusiness/>

US Department of Justice OSDBU - <http://www.justice.gov/jmd/osdbu/>

US Government OSDBU Directors -

<http://www.dm.usda.gov/smallbus/sbdirect.htm>

US Department of the Navy OSBP -

<http://business.usa.gov/program/departments/navy-office-small-business-programs>

US Department of Labor OSDBU -

<http://www.dol.gov/oasam/programs/osdbu/sbrefa/>

US Air Force Small Business Office - <http://airforcesmallbiz.org>



# Small Business Key Websites



## Subcontracting Opportunities

US Small Business Administration –

<http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting/subcontracting-o>

SUB-Net – <http://web.sba.gov/subnet/search/index.cfm>

Federal Procurement Data System – Next Generation -

<https://www.fpds.gov/fpdsng/cms/>

(Use this system to identify prime contractors for subcontracting opportunities.)

