

A F M C

SMALL BUSINESS



A I R F O R C E

M A T E R I E L

C O M M A N D

GUIDE TO FINDING CONTRACT OPPORTUNITIES



DELIVERING
INNOVATION,
EFFICIENCY, AND
AGILITY TO THE
BATTLEFIELD...

...THROUGH THE
POWER OF
SMALL BUSINESS!



WELCOME TO THE AIR FORCE MATERIEL COMMAND

WHO WE ARE

Air Force Materiel Command (AFMC) is the world's leader in developing and sustaining war-winning expeditionary capabilities. To achieve this mission, AFMC leverages the innovation & expertise of thousands of Small Businesses such as YOU. The AFMC mission is executed across six Centers, with each Center focused on a particular mission; e.g., R&D, weapon system life cycle management, sustainment, test and evaluation, nuclear, and installation support. Utilizing the contacts in this brochure, you can make contact with the Center your company is best suited to support. We look forward to working with you in the defense of our nation!



HOW CAN AFMC/SB HELP YOU?

Think of us like the front door. We can be your initial entry to AFMC requirement owners and contracting units, pointing you to the base or mission that best fits your capabilities. If you understand the AFMC organization outlined in this pamphlet, recommend reaching out directly to the Center small business office most relevant to the product or service you offer. Also, feel free to contact HQ AFMC/SB and we will point in the right direction.

Mission: To connect Small Businesses to the right Air Force opportunities and train and equip AFMC Small business Offices to do the same

Vision: One AFMC Small Business Program – Championing small business solutions for the warfighter

Have you contacted your APEX Accelerator Rep formally PTAC? If not, click here:
<https://www.apexaccelerators.us/#/service-area-locator>

They can help you with the steps below.

SIX EASY STEPS TO

DO BUSINESS WITH AFMC

1. Obtain a DUNS Number and register in the System for Award Management. (www.fedgov.dnb.com and SAM.gov)
2. If you would like to compete for special small business set-aside contracts, contact and register with your local SBA Office. Examples of Small Business Set-asides include:
 - ◆ 8(a) Business Development
 - ◆ HUBZone
 - ◆ Economically Disadvantaged/Women-Owned Small Business Programs
 - ◆ Service-Disabled Veteran-Owned Small Business Concerns
3. Determine your Federal Supply Classification (FSC) & North American Industry Classification System Codes (NAICS). Once you have determined your codes, add them to your SAM.gov company profile to be informed about future contract opportunities. If you need help with this contact your local Procurement Technical Assistance Center, <https://www.aptac-us.org>.
4. Browse SAM.gov for contract opportunities at the Bases you would like to do business with.
5. For additional information about AFMC Small Business opportunities, directly reach out to the appropriate AFMC Small Business Office located at the Center/Base as indicated in this brochure.
6. Once you have found a requirement that you can support, submit a proposal in accordance with the Request for Proposal (RFP) "Instructions to Offerors".

If at any point you would like assistance with locating or responding to AFMC Requirements, please contact the appropriate Center Small Business Office (see POC Listing).

Check out links for potential opportunities

AF Expiring Contracts: <https://www.airforcesmallbiz.af.mil/Small-Business/Business-Opportunities/>

AFCEC Construction Task Order list: <https://www.afcec.af.mil/Home/Business/>

Six Purpose Built Centers...ONE DYNAMIC COMMAND!

The Air Force Installation & Mission Support Center (AFIMSC) provides operational support to Air & Space Force installations worldwide spanning expeditionary space & installation support programs. This includes base communications, chaplains, civil engineering, contracting, financial management, logistics readiness, public affairs, security forces, resourcing and combat support operations for Airmen and their families. Contact the AFIMSC Small Business Office if your product or service is capable of supporting the world's finest Airmen.

AIRMEN & BASE SUPPORT SERVICES (AFIMSC)

The Air Force Nuclear Weapons Center (AFNWC) provides nuclear material management to the Air Force Global Strike Command. AFNWC provides the backbone for national nuclear assurance and deterrence programs through Air Delivered Capabilities; Intercontinental Ballistic Missile Systems Nuclear Command, Control, and Communications (NC3) Integration; and Nuclear Technology & Integration. Contact the AFNWC Small Business Office if your product or service is capable of supporting Nuclear Management.

NUCLEAR SYSTEM MANAGEMENT (AFNWC)

The Air Force Research Laboratory (AFRL) is dedicated to leading the discovery, development, & integration of warfighting technologies in air, space, and cyberspace. AFRL leads the pursuit of basic and applied research and advanced technology development for aerospace systems, sensors, materials & manufacturing, human performance, cyber technology, directed energy, space vehicles, & munitions. Contact the AFRL Small Business Office if you are pursuing innovative, leading edge technology or submit your idea to

<https://airforcetechconnect.org>.

DISCOVERY & DEVELOPMENT (AFRL)



The Air Force Sustainment Center (AFSC) provides the Air Force with supply chain and logistics management to maintain all Air Force weapon systems in operating condition for the Warfighter. This includes the modification, maintenance, repair and overhaul of weapon systems such as aircraft, avionics, electronic systems, and munitions among others. If you specialize in providing items and services designed to keep established weapon systems in peak condition, contact the AFSC Small Business Office to learn about opportunities to join our mission.

WEAPON SYSTEM SUSTAINMENT (AFSC)

The Air Force Test Center (AFTC) conducts developmental testing & evaluation of aircraft and flight systems including avionics, weapons systems (manned & unmanned), flight-controls, and munitions. Center operations include aerodynamic & propulsion wind tunnels, rocket & turbine engine test cells, environmental chambers, ballistic ranges, and centrifuges in the evaluation of air, space, and cyber systems. Contact the AFTC Small Business Office if your capabilities can support developmental testing and evaluation of complex systems.

TEST AND EVALUATION (AFTC)

The Air Force Life Cycle Management Center (AFLCMC) is charged with bringing weapon systems out of the development & testing stages and into the hands of the Warfighter while focusing on “Cradle-to-Grave” support in the production and fielding of major USAF weapon systems, AFLCMC operates globally to acquire and maintain systems such as; Aircraft, IT Networks, C3ISR Systems, simulators, personal equipment and other aerial systems. Contact the AFLCMC Small Business Office if you have a product or service capable of supporting Life Cycle Management.

WEAPON SYSTEMS LIFE CYCLE MANAGEMENT PROGRAM SUPPORT (AFLCMC)

AIR FORCE MATERIEL COMMAND (AFMC)



★ Wright-Patterson AFB, OH (HQ Director: Jeff Mellott)
Phone: 937-257-3211
Email: afmc.sb.workflow@us.af.mil
Website: <https://www.afmc.af.mil/About-Us/Small-Business/>

AIR FORCE SUSTAINMENT CENTER (AFSC)



▲ Tinker AFB, OK (Director: Ronald Hobbs)
Phone: 405-739-2601
Email: AFSC.SB.workflow@us.af.mil

● Hill AFB, UT (Director: Lisa Stoker)
Phone: 801-777-4143
Email: AFSC.OL.SB@us.af.mil

● Robins AFB, GA (Director: Timothy Inman)
Phone: 478-468-7073
Email: wralc.bc.frontoffice@us.af.mil

AIR FORCE TEST CENTER (AFTC)



▲ Edwards AFB, CA (Director: Cindy Randall)
Phone: 661-277-4519
Email: cynthia.randall@us.af.mil

● Arnold AFB, TN (Stacey Lamb)
Phone: 931-454-5868
Email: stacey.lamb.1@us.af.mil

● Eglin AFB, FL (Director: Anita Jackson)
Phone: 850-882-8104
Email: aflcmc.sb.eglin@us.af.mil

AIR FORCE INSTALLATION & MISSION SUPPORT CENTER (AFIMSC)



▲ Joint Base San Antonio, TX (Director: Gregory Santiago)
Phone: 210-395-8907
Email: AFIMSC.SB.workflow@us.af.mil

● Wright-Patterson AFB, OH (Director: David Boris)
Phone: 937-257-2822
Email: AFICA.SB.workflow@us.af.mil

AIR FORCE RESEARCH LABORATORY (AFRL)



▲ Wright-Patterson AFB, OH (Director: Brian McJilton)
Phone: 937-674-8540
Email: AFRL.SB.Questions@us.af.mil

● Wright Research Site — Wright-Patterson AFB, OH (Tara Norris)
Phone: 937-713-9976
Email: tara.norris@us.af.mil

● Rome Labs, NY— Information Directorate (Michael Graniero)
Phone: 315-330-4625
Email: michael.graniero@us.af.mil

● Air Force Office of Scientific Research, VA (Calvin Scott)
Phone: 703-696-7308
Email: calvin.scott@us.af.mil

● Kirtland AFB, NM (Carmen Chavira)
Phone: 505-503-9311
Email: Carmen.Chavira@us.af.mil

AIR FORCE LIFE CYCLE MANAGEMENT CENTER (AFLCMC)



▲ Wright-Patterson AFB, OH (Director: Luke Schultz)
Phone: 937-904-5999
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● Eglin AFB, FL (Director: Anita Jackson)
Phone: 850-882-8104
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● Hanscom AFB, MA (Director: Andrea Panagoulas)
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Email: andrea.panagoulas@us.af.mil

● Maxwell AFB-Gunter Annex, AL (Director: Yolanda McCain)
Phone: 334-416-4137
Email: yolanda.mccain@us.af.mil

AIR FORCE NUCLEAR WEAPONS CENTER (AFNWC)



▲ Kirtland AFB, NM (Director: Roberto Acosta)
Phone: 575-825-9243
Email: Roberto.acosta.2@us.af.mil

POC Map Legend

- ★ Headquarters AFMC/SB
- △ Center Headquarters
- Center Operating Location

