

Six Purpose-Built Centers...

ONE DYNAMIC  
COMMAND



## AIR FORCE MATERIEL COMMAND SMALL BUSINESS OFFICE

# Guide to identifying contract opportunities

Delivering  
**INNOVATION, EFFICIENCY, and  
AGILITY** to the battlefield...

...Through the **POWER** of  
**SMALL BUSINESS**



## WELCOME TO THE AIR FORCE MATERIEL COMMAND SMALL BUSINESS OFFICE

### 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.

The AFMC mission is executed across six Centers, with each Center focused on a particular mission; e.g., research and development, 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 THE AFMC SMALL BUSINESS OFFICE HELP YOU?

#### *Think of the SBO as 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, we recommend reaching out directly to the Center small business office most relevant to the product or service you offer. Also, feel free to contact the headquarters team, 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 business solutions for the warfighter

## START DOING BUSINESS WITH AFMC

Follow these **6** easy steps

If you haven't already, contact your APEX Accelerator Rep (formally PTAC). They can help you with the steps below. <https://www.apexaccelerators.us/#/service-area-locator>

**1** Obtain a Unique Entity Identifier (UEID) and register in the system for Award Management at 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 Concern

**3** Determine your Federal Supply Classification (FSC) and 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, contact your local APEX Accelerator, <https://www.apex-us.org>.

**4** Browse SAM.gov for contract opportunities at the installations where you would like to do business.

**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 these links for potential opportunities:

#### Air Force Expiring Contracts:

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

#### AFCEC Construction Task Order list:

<https://www.afcec.af.mil/Home/Business/>

# MATCH YOUR COMPANY'S FOCUS WITH THE UNIQUE MISSION OF EACH AFMC CENTER

## DISCOVERY & DEVELOPMENT

The **Air Force Research Laboratory** (AFRL) is dedicated to leading the discovery, development, and 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 and manufacturing, human performance, cyber technology, directed energy, space vehicles, and munitions.

Click the link for more information about Air Force Research Laboratory: <https://afresearchlab.com/>

## WEAPON SYSTEMS LIFE CYCLE MANAGEMENT PROGRAM SUPPORT

The **Air Force Life Cycle Management Center** (AFLCMC) is charged with bringing weapon systems out of the development and 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.

## NUCLEAR SYSTEM MANAGEMENT

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 and Integration.

Contact the AFNWC Small Business Office if your product or service is capable of supporting Nuclear Management.



## TEST AND EVALUATION

The **Air Force Test Center** (AFTC) conducts developmental testing and evaluation of aircraft and flight systems including avionics, weapons systems (manned & unmanned), flight-controls, and munitions.

Center operations include aerodynamic and propulsion wind tunnels, rocket and 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.

## WEAPON SYSTEM SUSTAINMENT

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.

## AIRMEN & BASE SUPPORT SERVICES

The **Air Force Installation & Mission Support Center** (AFIMSC) provides operational support to Air and Space Force installations worldwide spanning expeditionary space and 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.

## AFMC

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

## RESEARCH LABORATORY (AFRL)

Wright-Patterson AFB, OH  
(Director: Brian McJilton) Phone: (937) 272-2766  
Email: AFRL.SB.Questions@us.af.mil

- Wright Research Site — Wright-Patterson AFB, OH (Tara Norris)  
Email: tara.norris@us.af.mil
- Rome Labs, NY— Information Directorate (Barbara Knight) Phone:  
Email: barbara.knight.1@us.af.mil
- Air Force Office of Scientific Research, VA (Calvin Scott) Email: calvin.scott@us.af.mil

Kirtland AFB, NM  
(Lisa Gallion)  
Email: lisa.gallion@us.af.mil

## LIFE CYCLE MANAGEMENT CENTER (AFLCMC)

Wright-Patterson AFB, OH (Director: Luke Schultz) Phone: 937-904-5999 Email: aflcmc.sb.org.mailbox@us.af.mil

- Eglin AFB, FL (Kristina Mercer)  
Phone: 850-882-8104  
Email: aflcmc.sb.eglin@us.af.mil
- Hanscom AFB, MA (Amy Macdonough)  
Phone: 380-456-0611  
Email: amy.macdonough@us.af.mil
- Maxwell AFB-Gunter Annex, AL (Director: Yolanda McCain)  
Phone: 334-416-4137  
Email: yolanda.mccain@us.af.mil

## 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

