

Air Force Materiel Command

AFMC Small Business Office

New Horizons Presentation

Ms. Farris Welsh
AFMC/SB
28 February 2018





- **Mission**
- **Who We Are**
- **Key Objectives**
- **What Do the Numbers Tell Us?**
- **Other**



HQ AFMC Small Business Mission

- **Mission**: *The mission of AFMC Small Business is to create and deliver strategies that bring innovative, agile and efficient Small Business solutions to the Air Force to fly, fight and win in air, space and cyberspace.*
- **Vision**: *Champions of small business solutions for the warfighter*



Who We Are

AFMC/SB
Executive Director
Ms. Farris Welsh

Procurement Analyst / SB Specialist
Mrs. Lynne Imhoff

Procurement Analyst / SB Specialist
Mr. Norman Willis

Market Analyst-Data Analysis-Metrics
Mr. Damon Oakes

Market/Data Analyst
Mr. Matthew Howard

Management Analyst
Ms. Kara L. Fletcher

Phone:
Commercial 937-257-3211
DSN 787-3211

Public Web Site:

<http://www.afmc.af.mil/About-Us/Featured-Topic-Archive/AFMC-Small-Business-Office/>



Key Objectives



- **Defense Department Objectives**
 - **Build a More Lethal Force**
 - **Strengthen Alliances**
 - **Attract new Partners**
 - **Reform the Department for Greater Performance and Affordability**
- **Air Force Objectives**
 - **Restore Readiness**
 - **Cost-Effectively Modernize**
 - **Drive Innovation**
 - **Strengthen our Alliances**
 - **Develop Exceptional Leaders**



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- **AFMC Objective/Goals**
 - **Deliver and Support Agile and Cost-Effective War-Winning Capabilities**
 - **Goal 1: Strengthen/Enhance Total Workforce**
 - **Goal 2: Increase Agility to Improve Support**
 - **Goal 3: Drive Cost –Effectiveness**
 - **Goal 4: Rapidly Develop/Deploy/Transition Technology**



- **The Industrial Base**
 - **Both “Other Than Small” and Small Businesses**
 - **Partner with Government teams to provide solutions to our Nation’s most challenging problems**
 - **Includes Commercial solutions**
 - **Encourage Tech Start-ups**
 - **Deliver and support agile and cost-effective war-winning capabilities**
- **Small Businesses**
 - **Operate as both Primes and Subcontractors**
 - **Increase Agility**
 - **Drive Innovation**
 - **Provide Cost-Effective Solutions**



What Do the Numbers Tell Us?



Statistics and Data Analysis

- **AFMC 73.5% of AF Spend**
 - **FY17 AF: \$53.1B**
 - **FY17 AFMC: \$39.1B**
- **AFMC 56% of AF SB Spend**
 - **FY17 AF SB: \$10.8B**
 - **FY17 AFMC SB: \$6.0B**
- **PEOs 70% of FY 17 AFMC Spend (\$27.4B)**
- **PEOs 33% of FY17 AFMC SB Spend (\$1.96B)**
- **Non-PEOs 30% of FY 17 AFMC Spend (\$11.7B)**
- **Non-PEOs 67% of FY 17 AFMC SB Spend (\$4.1B)**
- **\$23.9B Services, \$4.9B Small Business**
- **\$15.2B Supply, \$1.1B Small Business**



AFMC - FY17 \$s

Top 15 NAICS Codes

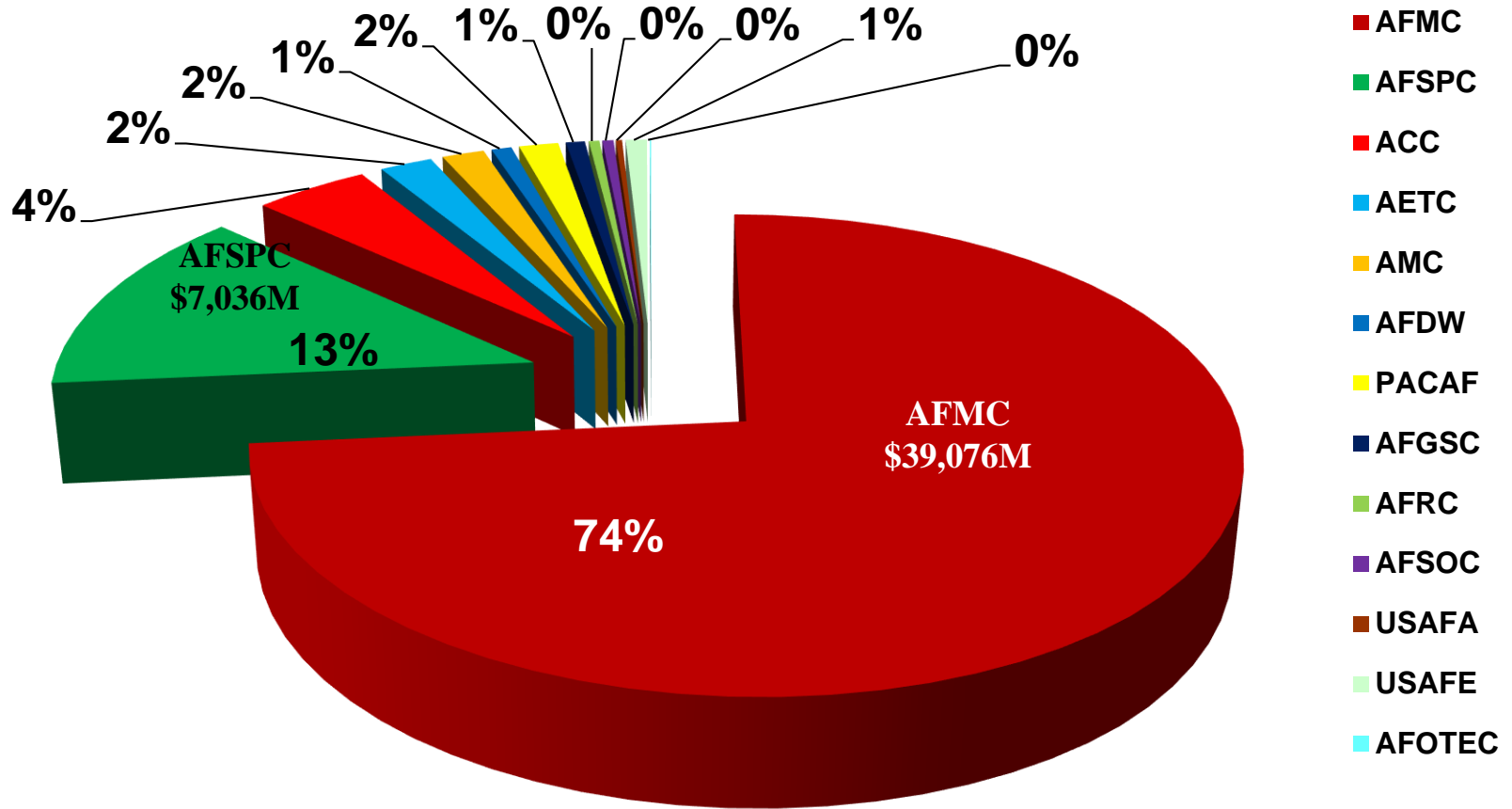
NAICS	Description	TOTAL \$	SB \$	SB%
336411	AIRCRAFT MANUFACTURING	\$10,452,854,343	\$176,609,959	1.69%
541712	RESEACH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$5,945,459,441	\$2,062,305,868	34.69%
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$4,335,278,464	\$329,001,539	7.59%
541330	ENGINEERING SERVICES	\$3,316,291,689	\$481,516,112	14.52%
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$2,738,211,862	\$30,702,050	1.12%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL AND NAUTICAL SYSTEM AND INSTRUMENT MFG	\$1,715,313,044	\$34,995,272	2.04%
332993	AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING	\$1,060,338,540	\$14,248,935	1.34%
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$952,505,647	\$53,869,625	5.66%
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$821,234,537	\$0	0.00%
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$737,268,297	\$32,361,222	4.39%
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$656,452,191	\$300,360,664	45.76%
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$533,388,013	\$238,657,091	44.74%
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$490,435,409	\$100,451,493	20.48%
334210	TELEPHONE APPARATUS MANUFACTURING	\$484,259,266	\$273,991,574	56.58%
334419	OTHER ELECTRONIC COMPONENT MANUFACTURING	\$402,954,488	\$2,854,371	0.71%
Others	OTHER AFMC NAICS CODES	\$4,433,966,965	\$1,880,475,212	42.41%
TOTAL	ALL AFMC NAICS CODES	\$39,076,212,194	\$6,012,400,986	15.39%

Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries) & work performed outside of the United States



AF MAJCOMs – FY17-FINAL \$s

AF – Total contract obligations: \$53,140M



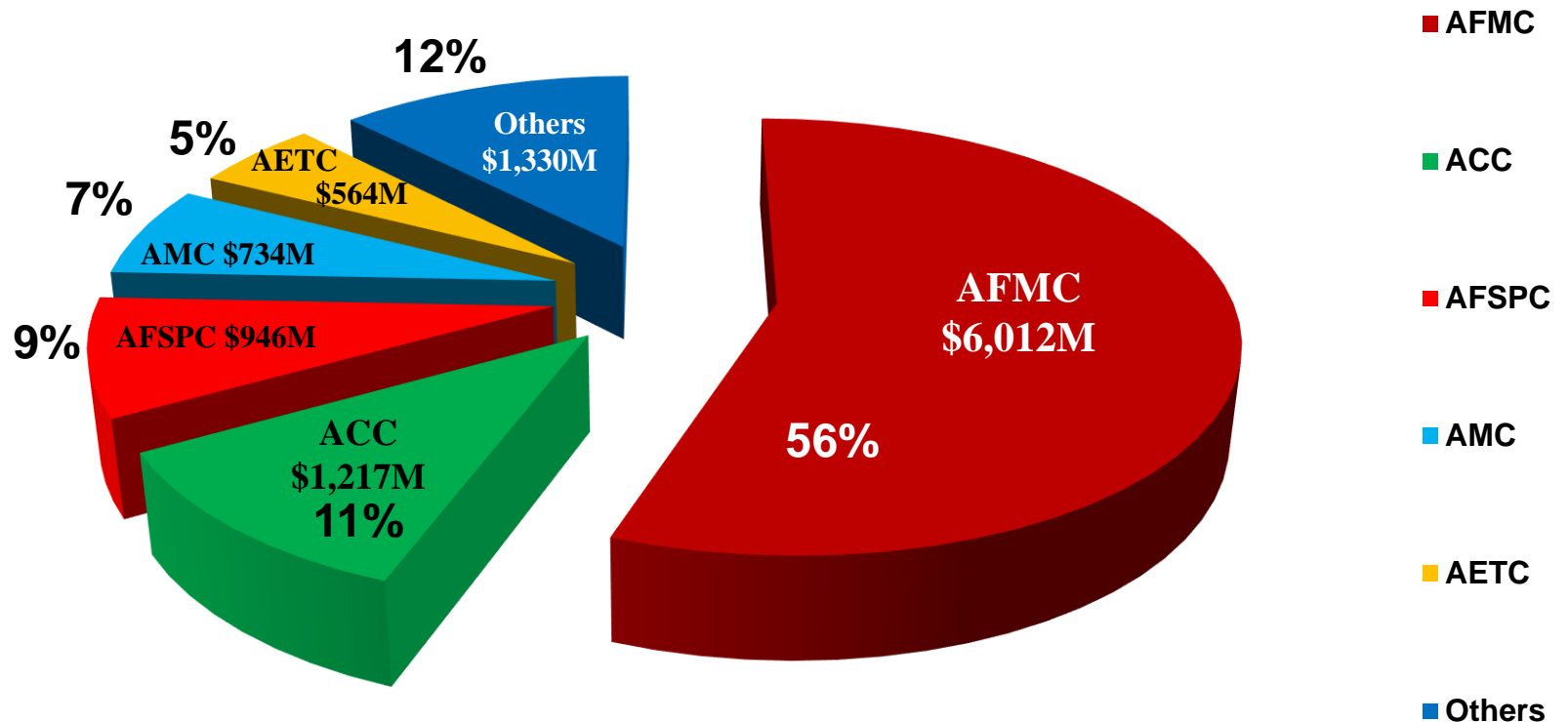
AFMC & AFSPC- 87% of AF “contract obligations”

Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries)



AF MAJCOMs – FY17-FINAL SB \$\$s

AF – Total SB obligations: \$10,804M



AFMC is the largest proportion of AF “SB contract obligations”

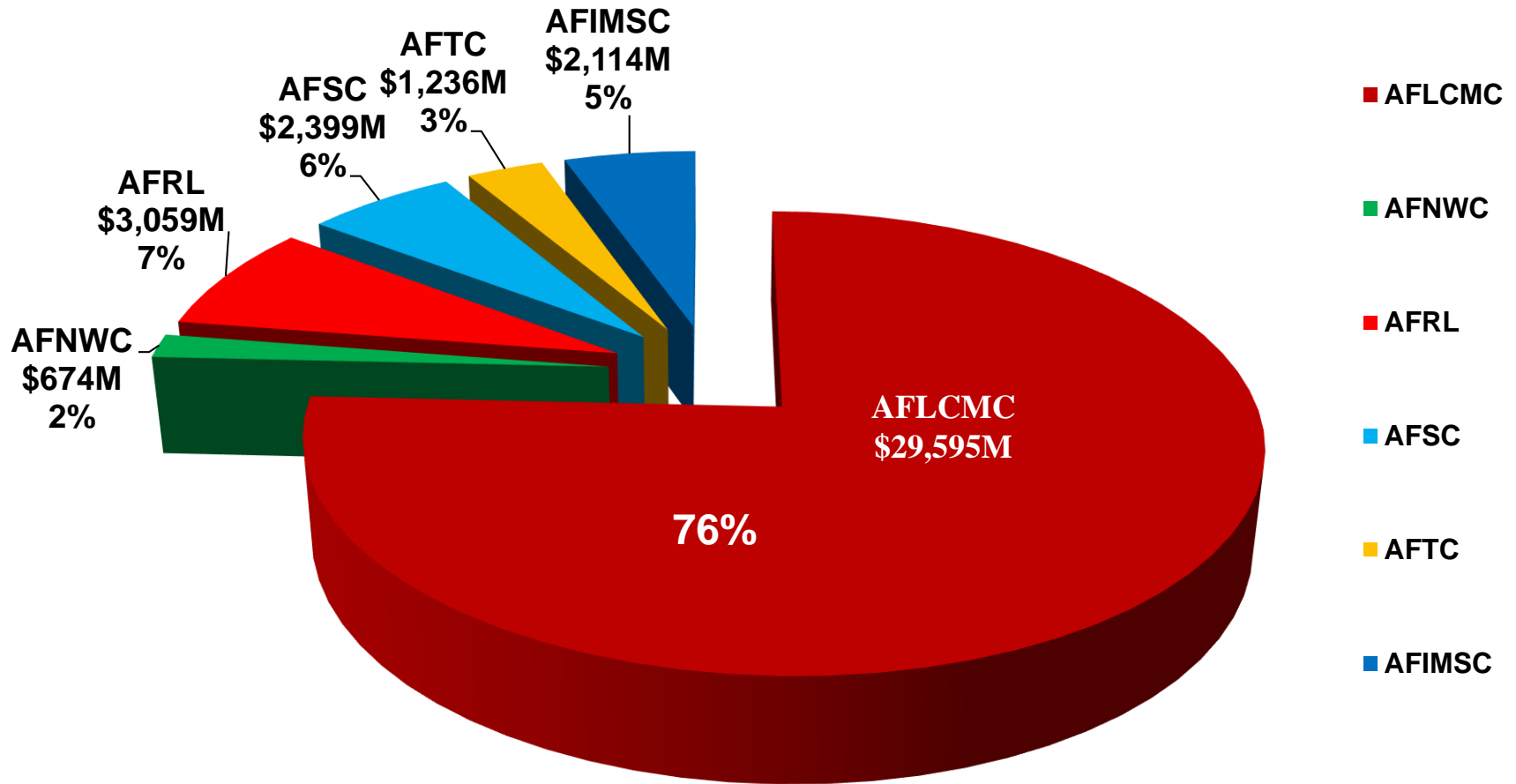
Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries)



AFMC Centers - FY17-FINAL \$s

Total Obligations

AFMC – Total contract obligations: \$39,076M

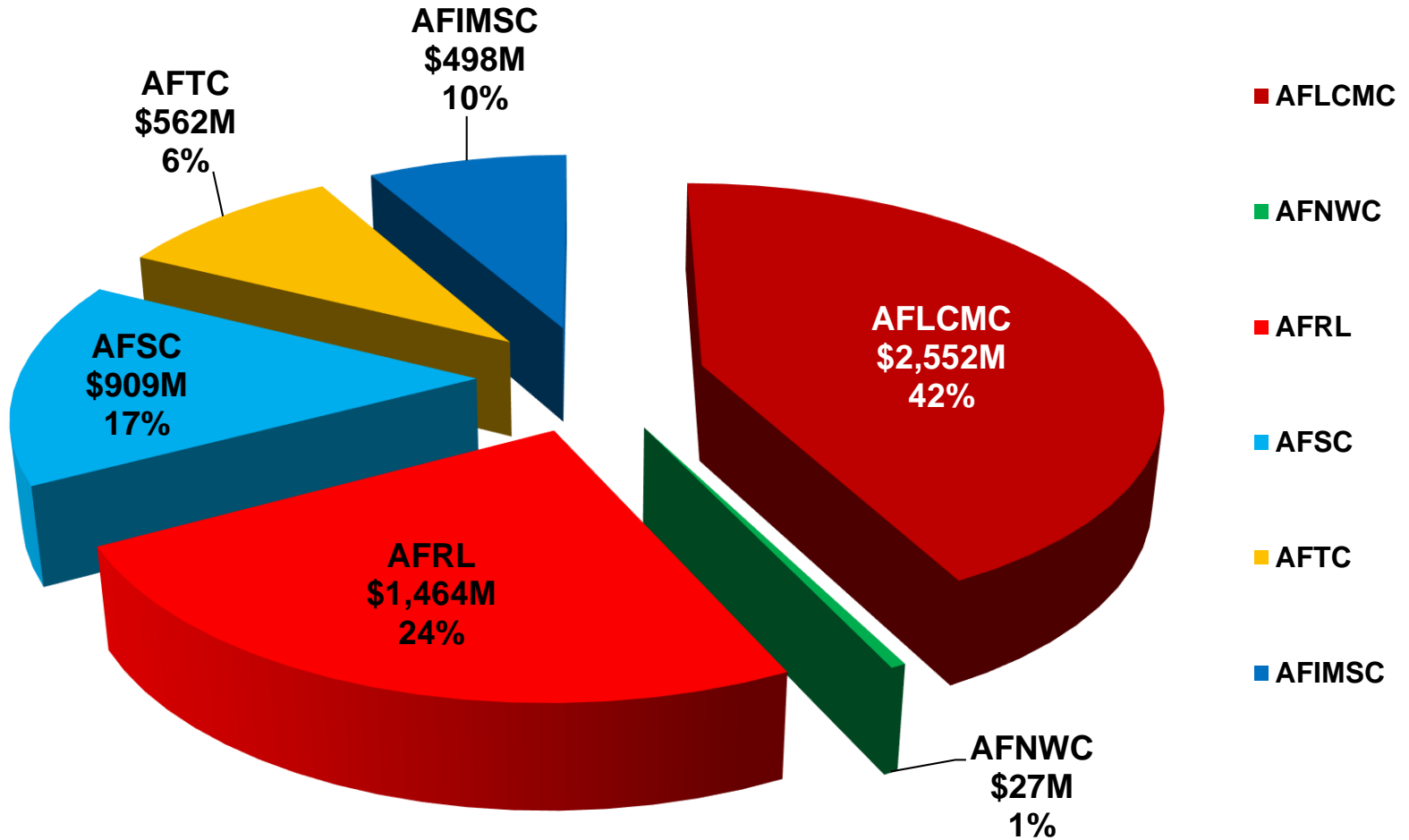


Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries)



AFMC Centers - FY17-FINAL \$s SB Obligations

AFMC – Total SB contract obligations: \$6,012M



Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries)

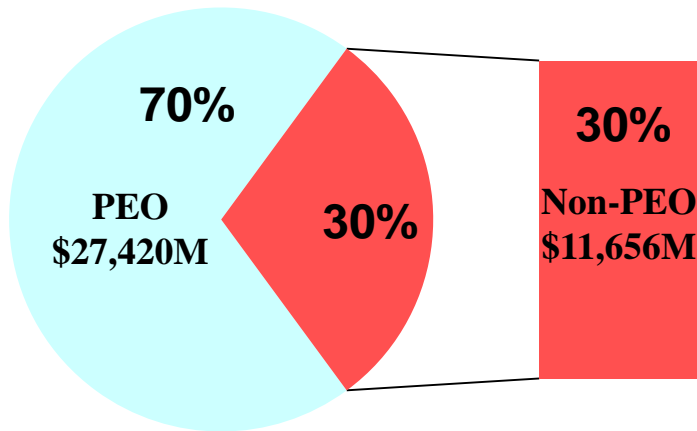


AFMC Small Business PEO vs Non-PEO – FY17-FINAL \$s

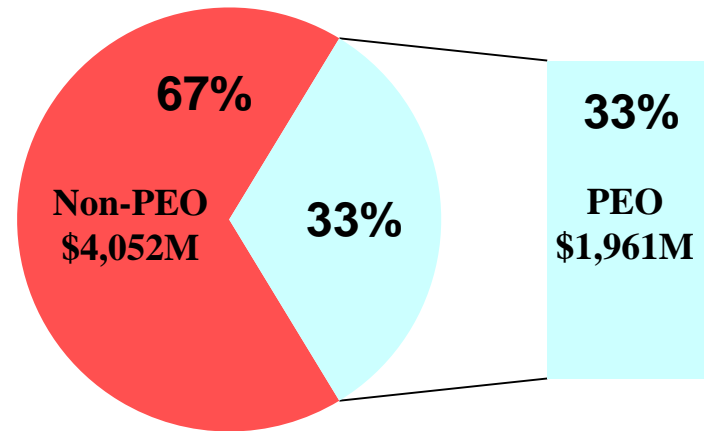
AFMC – Total contract obligations: \$39,076M

AFMC – SB contract obligations: \$6,012M (15.39% - FY17 SLPE 12.21%)

Total Contract Obligations



Total SB Obligations



Largest proportion of AFMC SB Obligations- Non-PEO Mission Buying.
All AFMC mission areas critical in providing maximum opportunities for SBs.

Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries)



FY17 Small Business Totals

- **AFMC Small Business FY17 Final Percentage 15.42% (Highest)**
 - Total FY17 Dollars: \$39.1B
 - Total FY17 SB Dollars: \$6.0B
- **Hanscom AFB Small Business FY17 Totals**
 - Non-PEO & PEOs

Dept.	FY	Total \$s	SB \$s	SB %	Portfolio	SAT	SDB %	SDVOB	WO %	HZ %
NON - PEO	FY17	\$1,716,102,168	\$246,723,066	14.37%	13.35%	0.14%	1.33%	0.31%	2.30%	0.07%
PEO-C3I&N	FY17	\$1,058,955,196	\$254,119,915	24.00%	34.57%	60.94%	4.81%	2.49%	4.67%	0.25%
PEO-BM	FY17	\$2,445,061,909	\$318,193,947	13.01%	14.60%	29.74%	4.12%	1.32%	2.09%	0.83%

Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries)



AFMC - FY17 \$s – MA Districts 5/6

Top 10 OTSBs (by Place of Performance)

DUNS #	VENDOR NAME	TOTAL \$
001424985	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	\$1,010,345,532
007872690	THE MITRE CORPORATION	\$304,610,887
148828887	RAYTHEON COMPANY	\$39,248,893
064355282	PENNONI ASSOCIATES INC.	\$945,316
076601632	STANTEC CONSULTING SERVICES INC.	\$562,886
049423718	ARMSTRONG AMBULANCE SERVICE, INC.	\$525,000
159776806	INSIGHT PUBLIC SECTOR, INC.	\$482,051
079871826	HPI FEDERAL LLC	\$455,627
614948396	WORLD WIDE TECHNOLOGY, INC.	\$352,495
785809349	GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC.	\$265,730

Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries) & work performed outside of the United States



AFMC - FY17 \$s – MA Districts 5/6

Top 10 SBs (by Place of Performance)

DUNS #	VENDOR NAME	TOTAL \$
176018810	OASIS SYSTEMS, LLC	\$102,202,762
126505833	ABACUS TECHNOLOGY CORPORATION	\$48,585,473
090739830	ODYSSEY SYSTEMS CONSULTING GROUP, LTD.	\$34,106,427
057644887	QUANTECH SERVICES INC.	\$15,969,699
095350484	SMS DATA PRODUCTS GROUP, INC.	\$13,172,790
883504854	BTAS INC	\$9,424,486
146389622	SUMARIA SYSTEMS, INC.	\$7,151,116
141845862	KMK CONSTRUCTION, INC.	\$3,481,849
079334523	AGERA ENERGY LLC	\$3,418,676
078790103	DIRECT ENERGY BUSINESS MARKETING, LLC	\$3,007,803

Source: FPDS-NG, 12/08/17, Actions thru 09/30/17. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries) & work performed outside of the United States



Other Thoughts



Tools and Trends

- **Trends**
 - Increase in Dollars
 - Increase in the use of Multiple Award Contracts (MAC)
 - Increase in the use of ‘pools’ or reserves in contracts
 - Increase in length of contracts
- **Tools**
 - Use of Indefinite Delivery/Indefinite Quantity (ID/IQ) contracts
 - Other Transaction Agreements
 - Small Business Innovative Research (SIBR) Phase I, II and III
 - Phase III used for transition to Program of Record
 - Rapid Innovation Funds (RIF)



Communication

- **Communication**
 - **Talk to Your Small Business Specialist**
 - **Outreach and Networking are keys to successful programs for both Government and Industry**
 - **PMs and PCOs should talk to their Industry Partners prior to the release of RFP**
 - **Use Clear and Concise Language in RFIs/RFPs/ENs**
- **Provide Subcontracting Opportunities for Interaction Between Primes and SB**
 - **Involve One-On-Ones**
 - **Provide Environment for Networking**
 - **Provide Opportunity for SBs to Reach Out to Primes on Strategic Vehicles**



Requirements

- **Long Range Forecasting Tool is in work**
- **Upcoming activity on strategic vehicles (i.e. SmartBook and OASIS website)**
- **Identify key Intellectual Property/ Data Rights**
- **Industry responses should address all aspects of the RFP and identify any overly restrictive terms and conditions that could be adjusted to allow for more agile and efficient program requirements**
- **Always ask for a Debrief**



Questions?





BACKUP



FY18 Small Business Goals

- **FY18 Small Business Goals Approved 26 Jan 18**
 - **AFMC Small Business Senior Leader Performance Expectation (SLPE) Estimated 12.27%**
 - **Eligible Dollars: \$36.5B**
 - **Eligible SB Dollars: \$4.5B**
 - **Non-PEO & PEOs SLPEs & YTD (thru 31 Jan 18)**

Dept.	FY	Total \$s	SB \$s	SB %	Portfolio	SAT	SDB %	SDVOB	WO %	HZ %
NON - PEO	FY18TD	\$508,475,543	\$44,510,378	8.75%	8.64%	0.03%	2.62%	0.00%	0.47%	0.01%
PEO-BM	FY18TD	\$ 384,908,400	\$ 30,702,399	7.98%	9.74%	17.96%	2.00%	2.19%	1.70%	1.51%
	FY18 #s Adjusted for inclusion of EPASS Task Orders performed by FA8622 (AFLCMC PZIE)									
	FY17TD	\$ 628,520,984	\$ 84,565,821	13.45%	13.27%	15.51%	5.61%	2.02%	2.74%	0.44%
	FY18 SLPE	\$ 2,312,526,780	\$ 292,569,148	12.65%	12.45%	68.50%	3.84%	1.34%	1.22%	0.18%
	<i>FY17 Final</i>	<i>\$ 2,444,232,726</i>	<i>\$ 314,812,682</i>	<i>12.88%</i>	<i>14.40%</i>	<i>18.59%</i>	<i>4.12%</i>	<i>1.32%</i>	<i>1.95%</i>	<i>0.83%</i>
PEO-C3I&N	FY18TD	\$ 282,348,039	\$ 63,156,856	22.37%	38.02%	71.55%	3.80%	0.63%	1.52%	0.14%
	FY17TD	\$ 364,474,303	\$ 57,924,912	15.89%	22.00%	46.74%	1.46%	2.97%	1.16%	0.04%
	FY18 SLPE	\$ 807,827,845	\$ 180,630,306	22.36%	26.91%	68.50%	4.39%	2.88%	2.69%	0.20%
		<i>FY17 Final</i>	<i>\$ 1,056,378,534</i>	<i>\$ 253,585,774</i>	<i>24.01%</i>	<i>34.73%</i>	<i>52.41%</i>	<i>4.84%</i>	<i>2.49%</i>	<i>4.68%</i>