



February 23, 2023

TODAY'S COLLIDER

Exploring Small Business
Programs with the
Department of Defense

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The GEOINT Hub @ T-REX

Geospatial Innovation Center
911 Washington Avenue, Suite 500
St. Louis, MO 63101
<https://downtowntrex.org>



COLLIDER

AGENDA



- 1:05pm • Welcome Address – National Geospatial-Intelligence Agency (NGA)
- 1:20pm • Keynote Speaker - National Geospatial-Intelligence Agency (NGA)
- 1:55pm • U.S. Air Force Speakers – Air Mobility Command (AMC), Scott AFB
- 2:30pm • U.S. Air Force Speaker – Air Force Materiel Command (AFMC), WPAFB
- 3:05pm • Small Business Panel Discussion
- 3:35pm • Closing Remarks
- 3:50pm • Networking Session



WELCOME ADDRESS



CHRISTINE WOODARD

Moonshot Labs Director
National Geospatial-Intelligence Agency



KEYNOTE MESSAGE



MATTHEW GOODCHILD

NGA GEOINT Capabilities Integration Officer
National Geospatial-Intelligence Agency

Air Force Materiel Command

NGA Support to Acquisition Intelligence



Matthew Goodchild
NGA Future Warfare Systems Division
23 February 2023
Version 1.0



Classification

The classification of this brief is **UNCLASSIFIED**



Overview

- **What is Acquisition Intelligence (Acq Intel)**
- **Acq Intel Support to Programs**
- **Intelligence Mission Data (IMD)**
- **NGA's Foundation GEOINT IMD Plan**
- **Life-cycle Mission Data Plan (LMDP)**
- **LMDP in the Acquisition Process**
- **LMDP Development**
- **Take Aways**



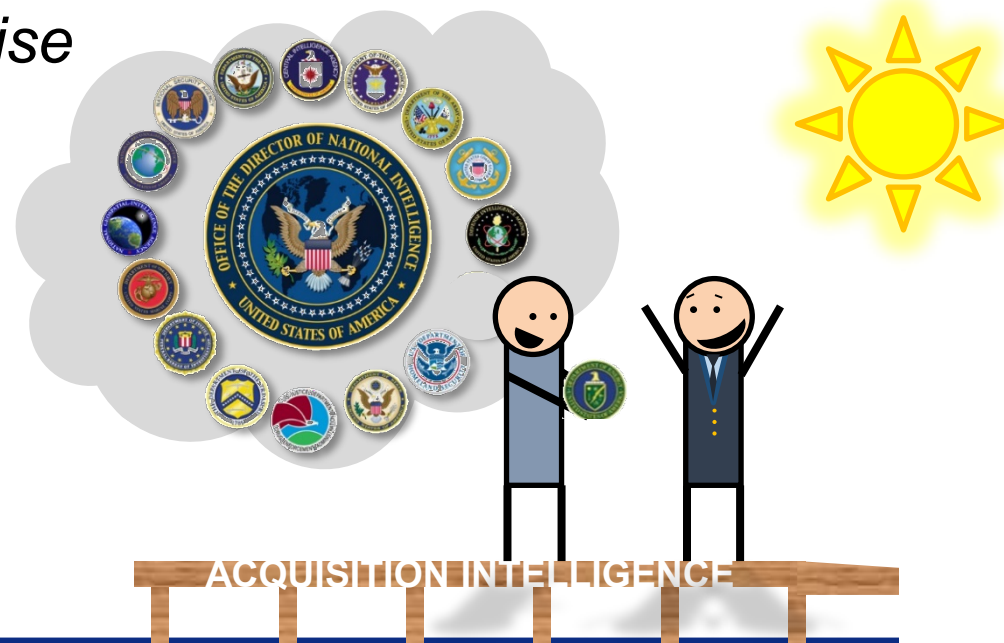
What Is Acquisition Intelligence?

- **Intelligence = Data + Analysis**

- **Acquisition Intel = Intel + Requirements/Acquisition Knowledge**

- **Answer:**

Acquisition Intel is the application of intel expertise to provide awareness of intel risk and to inject intel into cost, schedule, & performance trade-space decisions



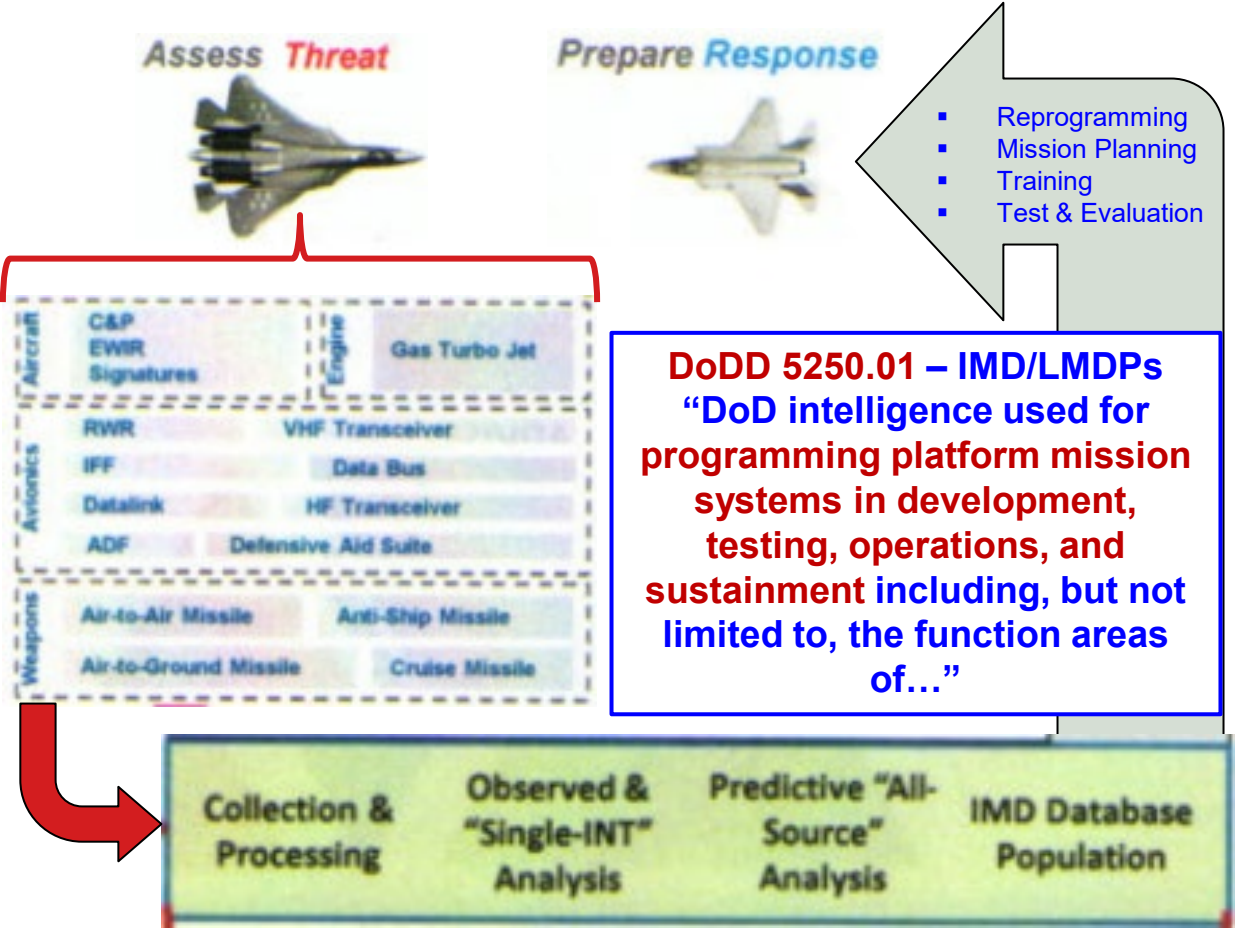


Acq Intel Support to Programs

- Help **Integrate Programs** into the Intel Community
- Help Programs **Leverage** the Intelligence Community
- Identify & Provide **Solutions to Minimize Intel Risk**
- **ID Dependencies/ Impacts** to the Intel Community
- **Cost-Estimate** Intel Fixes for Better Trade-space Analysis
- Provides **Threat Awareness**



Intelligence Mission Data (IMD)



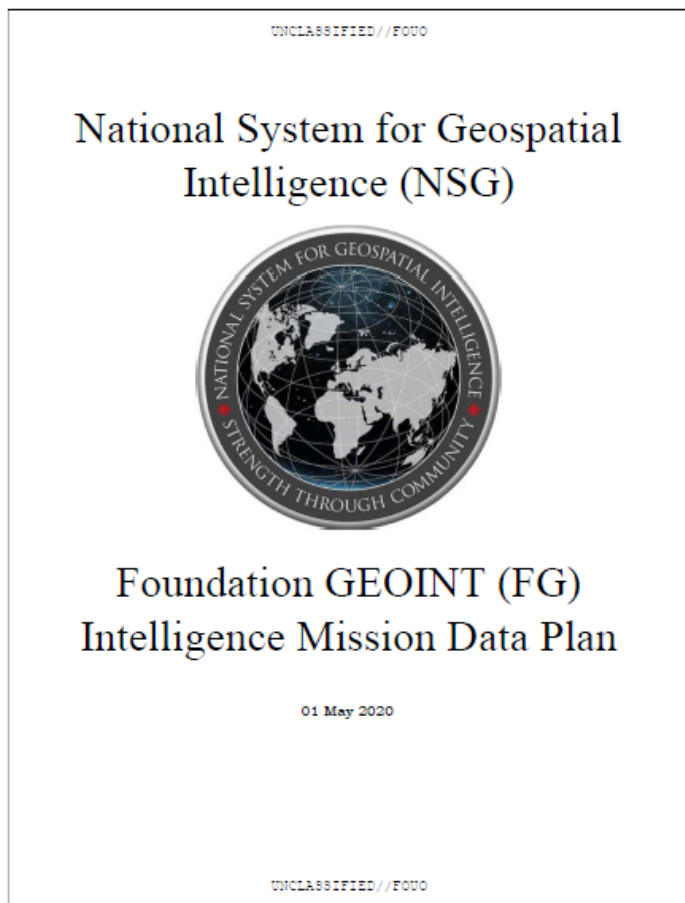
There are 5 IMD Categories:

- EWIR**
 - Foundation of most mission data file requirements
 - Enables Combat ID & survivability
- Signatures**
 - Used by sensor-specific capabilities in key fusion & power management tasks
- Characteristics and Performance**
 - Augments sensor-fused Combat ID
 - Calculates threat priority & engagement timelines
- Order of Battle**
 - Augments sensor-fused CID
- GEOINT**
 - Required by broad range of platforms & enabling systems for targeting & display capabilities
 - Underpins missions planning system functionality

Provided by NGA



NGA's Foundation GEOINT IMD Plan



- **Lists over 230 products with descriptions and availability for 5 years**
- **Four product sections from NGA Offices**
 - **Air – Aeronautical Navigation Office**
 - **Science – Office of Geomatics**
 - **Land – Office of Geography**
 - **Sea – Maritime Safety Office**
- **Source to locate GEOINT products identified in an LMDP**
 - **Product Names**
 - **Product Availability**
 - **Product Changes or Replacements**



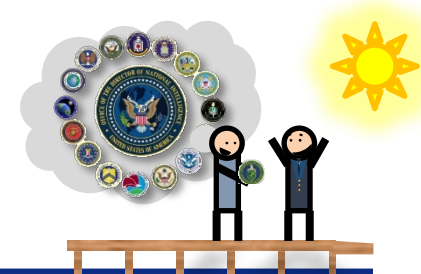
Life-cycle Mission Data Plan (LMDP)

Description:

A statement of program needs that is applied throughout the life of an Intelligence Mission Data (IMD)-dependent acquisition program and potentially influences programmatic decisions based on the availability of IMD over the life of the program.

DoDD 5250.01: LMDP required for “all IMD dependent programs”

- When are you IMD dependent?
 - If IMD is required during the design, development, testing, training or operations of sensors, models, or algorithms
- Programs that *produce* IMD must also write an LMDP
- **The Program Office (PO) is responsible for completing a LMDP**





LMDP Development

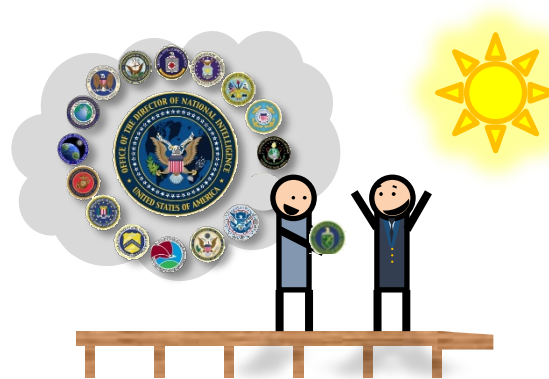
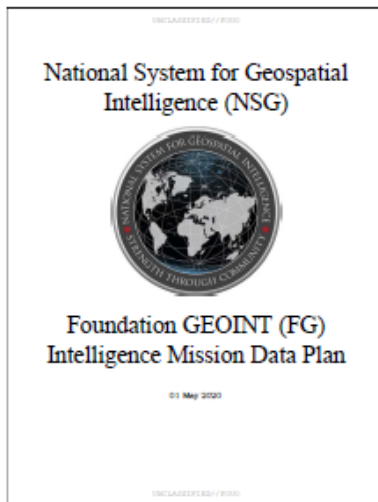
- **Three questions to ask a New System Program to assess if they have GEOINT Requirements:**
 - **Does your system Navigate?**
 - **Does your system accomplish Targeting?**
 - **Does your program support Simulators?**

- **If “yes” to anyone of these questions then GEOINT products are being used and should be identified in the system’s LMDP**
 - **NGA’s Air, Land and Maritime chart products are used for navigation**
 - **NGA’s Science products are used for targeting**
 - **NGA’s Air, Maritime, Science products are used for simulations**



LMDP Development

LUNAR-FIRE Program



Acquisition Intelligence

What GEOINT to use?

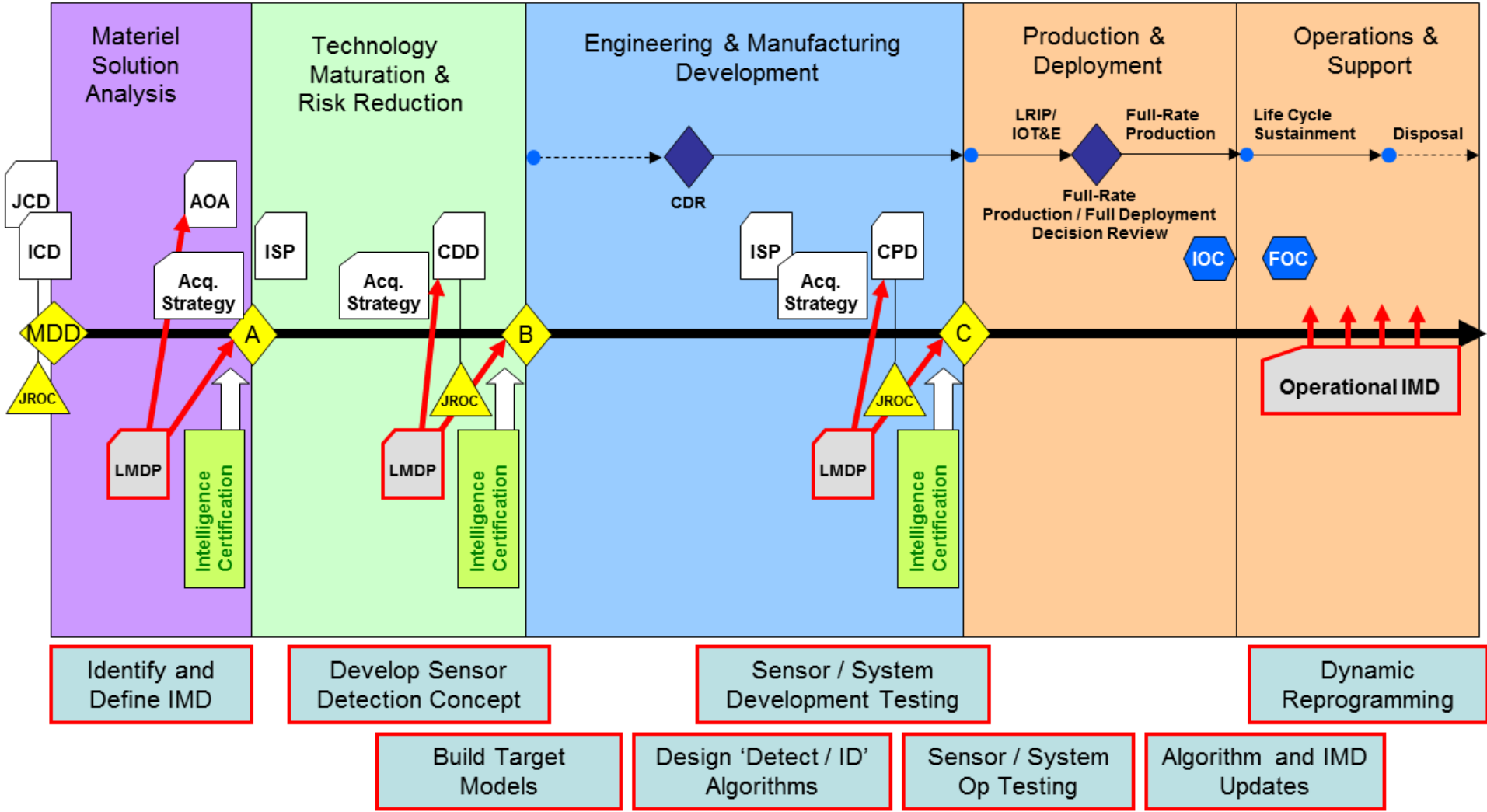
Lifecycle Mission Data Plan

1. DAFIF 9.0
2. SRTM
3. EGM 2020



LMDP Development

Defense Acquisition System



UNCLASSIFIED

Briefer: Matthew Goodchild

Deliver and Support Agile War-Winning Capabilities



Take Aways

- Intel Integration into Acquisition: Essential & Mandatory
 - Iterative Process Tailored to Meet Programs' Needs
- Early/Continuous Intel Involvement:
 - Produces Effective Systems
 - Improves Risk Management







U.S. AIR FORCE SPEAKER



ELIZABETH CARDENAS

Small Business Director
U.S. Air Force Air Mobility Command
Scott Air Force Base, IL



Headquarters Air Mobility Command



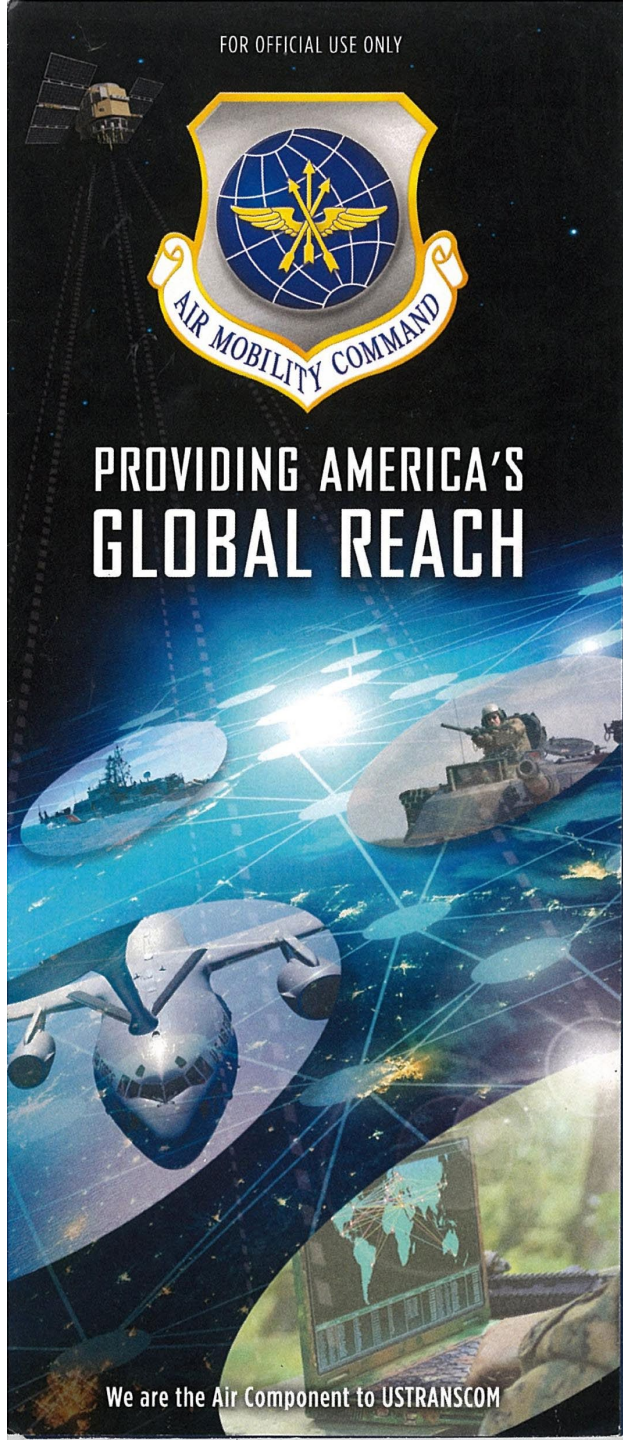
**HQ AMC Small Business
February 2023**



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PROVIDING AMERICA'S GLOBAL REACH



We are the Air Component to USTRANSCOM



Air Mobility Command provides four core mission sets to the Joint Force worldwide at any time.

Airlift provides the capability to deploy U.S. armed forces anywhere in the world within hours and help sustain them in a conflict. AMC also supports presidential and senior leader airlift.

Air refueling is the backbone of Global Reach, increasing coalition and U.S. aircraft's range mid-air.

Aeromedical evacuation ensures the wounded warriors get the care they deserve and today have sustained the survival rate of 97 percent. In addition to enabling the force to respond to an enemy attack and sustain operations, Rapid Global Mobility brings humanitarian supplies and assistance to those in need who may live in austere locations.

The **Global Air Mobility Support System** is a logistics network of Total Force Mobility Airmen and capabilities necessary to project, connect, maneuver, and sustain combat power anywhere on the globe, from the ground up.



AMC'S CORE MISSION SETS

AIRLIFT

C-17A – GLOBEMASTER III

INVENTORY = 223
PAYLOAD = 171,000 LBS
PASSENGERS = 102
RANGE = UNLIMITED W/AIR REFUELING



C-130H/J – HERCULES

INVENTORY = 300
PAYLOAD = 42,000 TO 44,000 LBS
PASSENGERS = 92
RANGE = 1,050-1,700 NM



C-5M – SUPER GALAXY

INVENTORY = 52
PAYLOAD = 291,000 LBS
PASSENGERS = 73
RANGE = UNLIMITED W/AIR REFUELING



EXECUTIVE AIRLIFT FLEET



AMC'S COMMERCIAL PARTNERS MOVE 90% OF DOD PASSENGERS AND 40% OF DOD CARGO ON 2,000 MISSIONS ANNUALLY

AERIAL REFUELING

KC-135R – STRATOTANKER

INVENTORY = 396
FUEL LOAD = 200,000 LBS
PASSENGERS = 54
CARGO = 83,000 LBS
RANGE = UP TO 11,015 NM



KC-46A – PEGASUS

INVENTORY = PROJECTED TO BUY 179
FUEL LOAD = 212,299 LBS
PASSENGERS = 58/112
CARGO = 65,000
RANGE = UNLIMITED W/AIR REFUELING



KC-10A – EXTENDER

INVENTORY = 59
FUEL LOAD = 356,000 LBS
PASSENGERS = 75
CARGO = 170,000 LBS
RANGE = UNLIMITED W/AIR REFUELING



AEROMEDICAL EVACUATION (AE)

BASIC AE CREW:

2 Flight Nurses
3 AE Technicians

GLOBAL FORCE AE POSTURE



OVER 30 UNITS
AND 7,000 AIRMEN



LIFESAVING SUCCESS RATES

GULF WAR 76%

TODAY 98%



CRITICAL CARE AIR TRANSPORT TEAMS (CCATT)

- A Flying Intensive Care Unit (ICU)
- TEAM: Physician, Critical Care Nurse, Respiratory Tech
- Complements Basic AE Crew

GLOBAL AIR MOBILITY SUPPORT SYSTEM (GAMSS)



GLOBAL ENROUTE OPERATIONS

- USTRANSCOM & AMC's Nodal-Network
- 40,000 Missions Annually, 23 Countries
- Troop Movement, Cargo Handling, Maintenance, Command & Control (C2)
- Rapid Global Mobility for JSOC & GRF missions

CONTINGENCY RESPONSE (CR)

- Joint Task Force-Port Opening on Alert 24/7/365
- Air Base Opening & Humanitarian Assistance/Disaster Response
- Mobility C2 experts for Global AOC requirements
- Expeditionary Aerial Port & Maintenance

MOBILITY FOCUSED ADVISORS

- 53 Air Mobility Liaison Officers (AMLOs)
- Embedded with USA and USMC
- 152 Highly-Specialized, Language-Enabled Air Advisors
- Building Partnership Capacity Across USAFRICOM & USSOUTHCOM

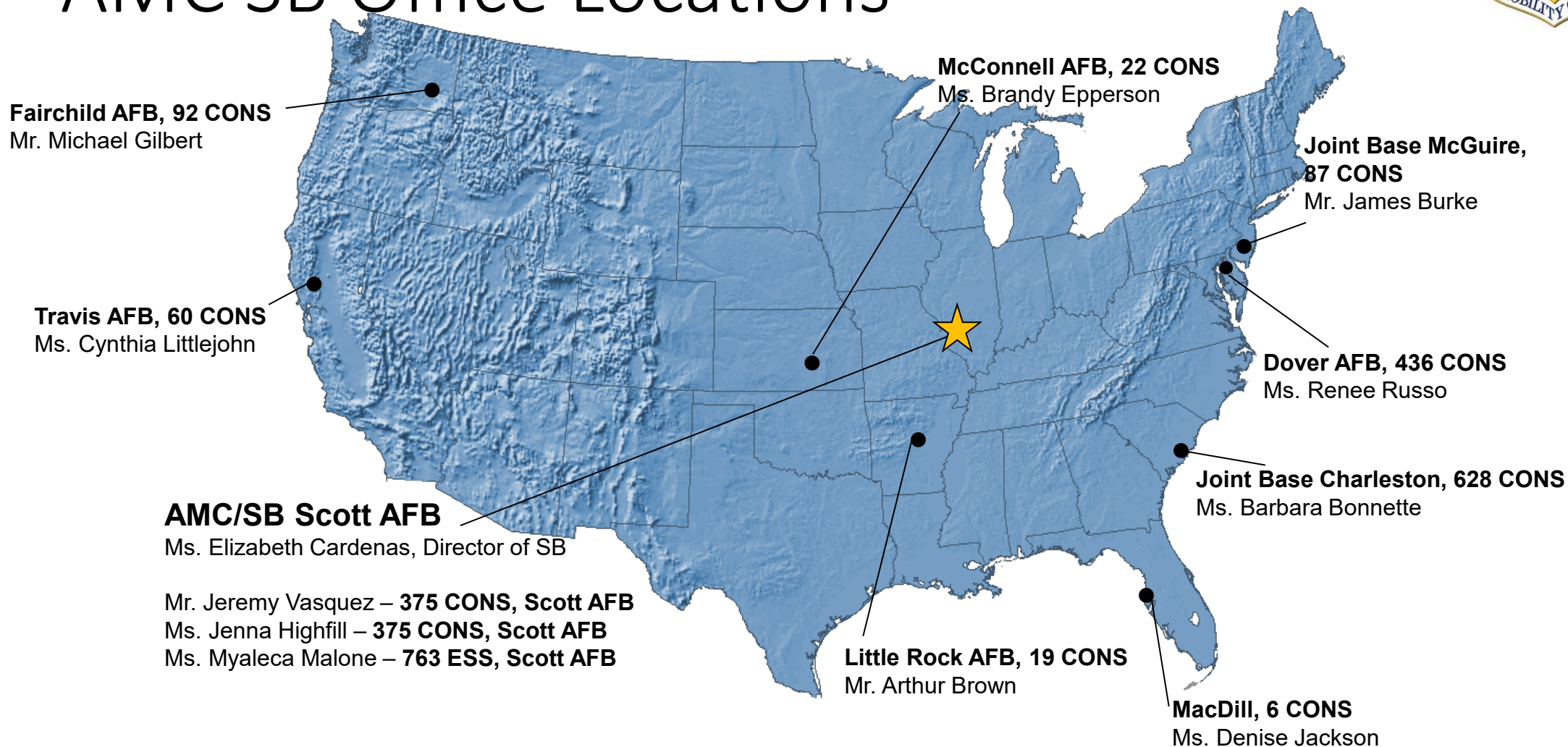
AMC TEAM: ACTIVE COMPONENT: 48,000 | AIR NATIONAL GUARD: 34,000 | AIR FORCE RESERVE: 25,000 | CIVILIANS: 7,000

GENERAL MIKE MINIHAN





AMC SB Office Locations





USAF AMC SB Directory

Integrated team in 10 geographic locations
Part of the AF and AMC SB Offices



Reporting Templates
Reporting Metadata
Other Helpful Links

Document Archive
Other Documents
Private Documents

Staff Directory

Team Discussion
Working Documents
Pages
Capability Statements
Documents
Page not found
Page contents
EDIT LINKS

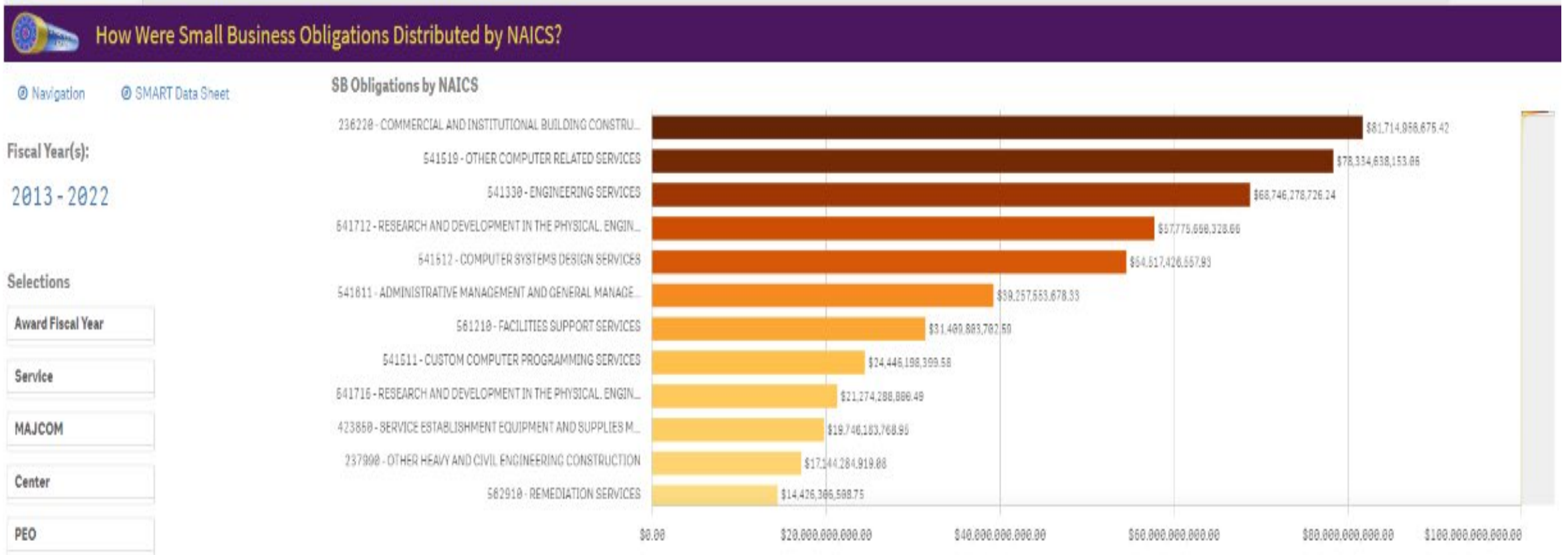
Director ... ☐ CARDENAS, ELIZABETH S CIV USAF AMC AMC/SB 229-2129 elizabeth.cardenas.1@us.af.mil

Office : POC (12)

375 CONS Small Business Specialist	... <input type="checkbox"/> HIGHFILL, JENNA L CIV USAF AMC 375 CONS/PKA	DSN: 576-9288 (618) 256-9288	jena.highfill.3@us.af.mil
436 CONS Small Business Specialist	... <input type="checkbox"/> RUSSO, RENEE R GS-14 USAF AMC 436 CONS/CD	DSN: 445-2184 (302) 272-8086	renee.russo.2@us.af.mil
87 CONS Small Business Specialist	... <input type="checkbox"/> BURKE, JAMES P CIV USAF AMC 87 CONS/SB	DSN: 650-3177 (609) 754-5927	james.burke.32@us.af.mil
92 CONS Small Business Specialist	... <input type="checkbox"/> GILBERT, MICHAEL P CIV USAF AMC 92 CONS/PK	DSN: 657-4880 (509) 247-4880	michael.gilbert.3@us.af.mil
6 CONS Small Business Specialist	... <input type="checkbox"/> JACKSON, DENISE E CIV USAF AMC 6 CONS/SBP	DSN: 968-0264 (813) 828-0264	denise.jackson.1@us.af.mil
22 CONS Small Business Specialist	... <input type="checkbox"/> EPPERSON, BRANDY L CIV USAF AMC 22 CONS/22 CONS/CD	DSN: 743-3275 (316) 759-3275	brandy.epperson@us.af.mil
628 CONS Small Business Specialist	... <input type="checkbox"/> BONNETTE, BARBARA V CIV USAF AMC 628 CONS/CD	DSN: 673-3328 (843) 963-3328	barbara.bonnette.1@us.af.mil
763 SCONS Small Business Specialist	... <input type="checkbox"/> MALONE, MYALECA R CIV USAF AFMC 763 ESS/SBP	DSN: 576-9940 (618) 256-9940	myaleca.malone@us.af.mil
375 CONS Small Business Specialist	... <input type="checkbox"/> VASQUEZ, JEREMY R CIV USAF AMC 375 CONS/CD	DSN: 576-9322 (618) 256-9322	jeremy.vasquez@us.af.mil
60 CONS Small Business Specialist	... <input type="checkbox"/> LITTLEJOHN, CYNTHIA CIV USAF AMC 60 CONS/CD	DSN: 837-7713 (707) 424-7713	cynthia.littlejohn@us.af.mil
19 CONS Small Business Specialist	... <input type="checkbox"/> BROWN, ARTHUR J III CIV USAF AMC 19 CONS/CD	DSN: 731-3836 (501) 987-3836	arthur.brown.17@us.af.mil
AMC Small Business	... <input type="checkbox"/> CARDENAS, ELIZABETH S CIV USAF AMC AMC/SB	DSN: 779-2129 (618) 229-2129	elizabeth.cardenas.1@us.af.mil

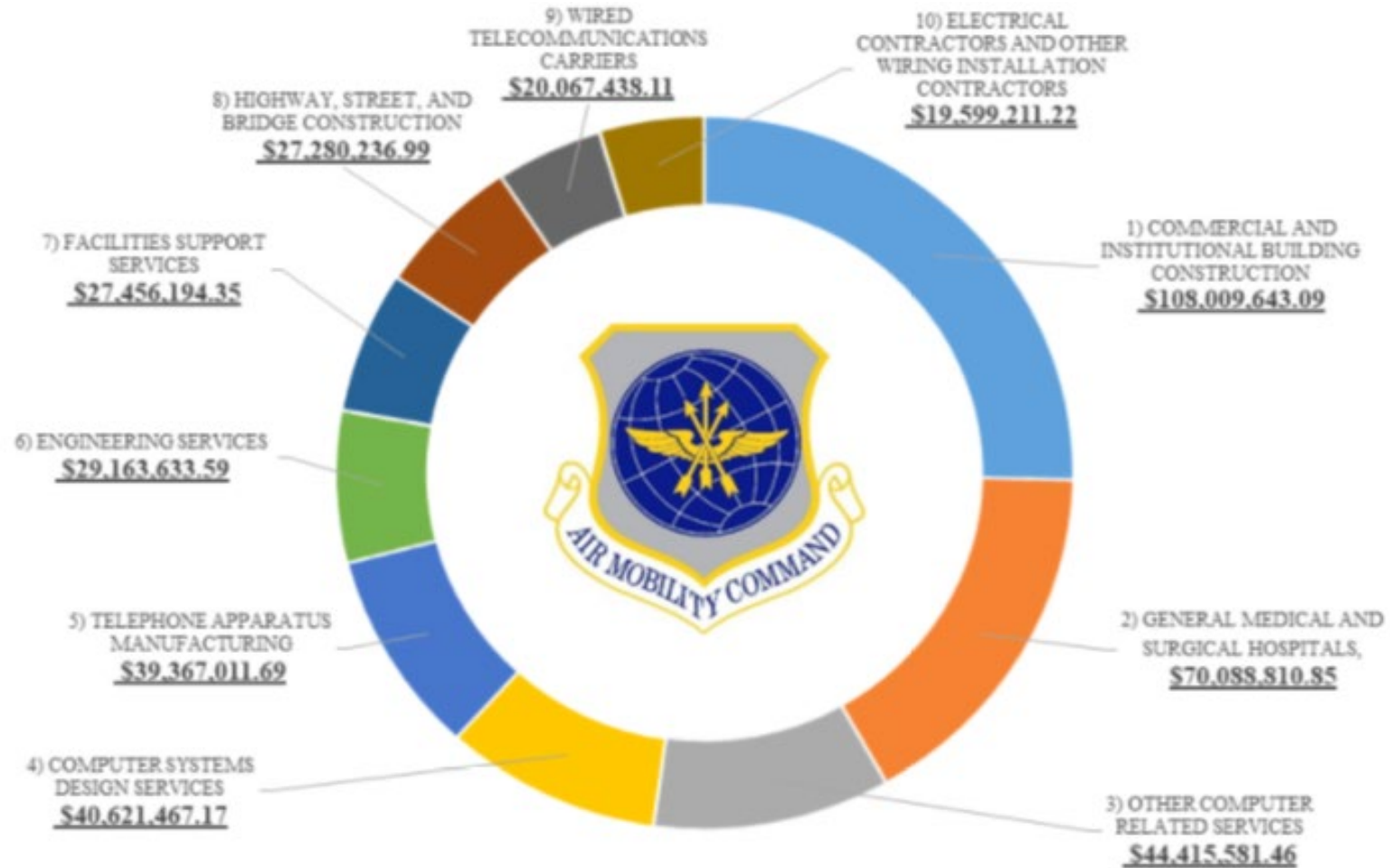


Air Mobility Command Top 12 NAICS





AMC top 10 NAICS



FY22 Small Business Senior Leader Performance Expectations (SLPE) Metrics

Dept.	FY	Total \$s Eligible	SB \$s Obligated	SB %	SAT	SDB %	SDVOSB	WO %	HZ %
DAF	FY22 SLPE			18.10%	68.50%	9.58%	2.60%	3.50%	1.20%
	FY22-YTD	\$ 28,563,526,725	\$ 5,638,640,670	19.74%	75.68%	8.34%	3.08%	3.10%	1.35%
AMC	FY22 SLPE			78.68%	68.50%	37.79%	12.81%	16.80%	6.30%
	FY22-YTD	\$ 420,650,717	\$ 358,574,542	85.24%	77.43%	46.59%	21.45%	19.63%	13.50%
Legend	Dk Blue	FY22 SB Senior Leader Performance Expectation (SLPE) / Goal							
	Lt Blue	FY22-YTD% Greater Than FY22 SLPE and FY22-YTD% Greater Than FY21-YTD%							
	Lt Green	FY22-YTD% Greater Than FY22 SLPE and FY22-YTD% Less Than FY21-YTD%							
	Yellow	FY22-YTD% Less Than FY22 SLPE and FY22-YTD% Greater Than FY21-YTD%							
	Red	FY22-YTD% Less Than FY22 SLPE and FY22-YTD% Less Than FY21-YTD%							

- **FY Goals**
socioeconomic categories, at AMC level & DAF level





FY Prime Small Business % Achieved

Small Business – 83.24%

5th HIGHEST IN AF

Small Disadvantaged Business – 44.16%

4TH HIGHEST IN AF

Women-Owned Small Business – 25.89%

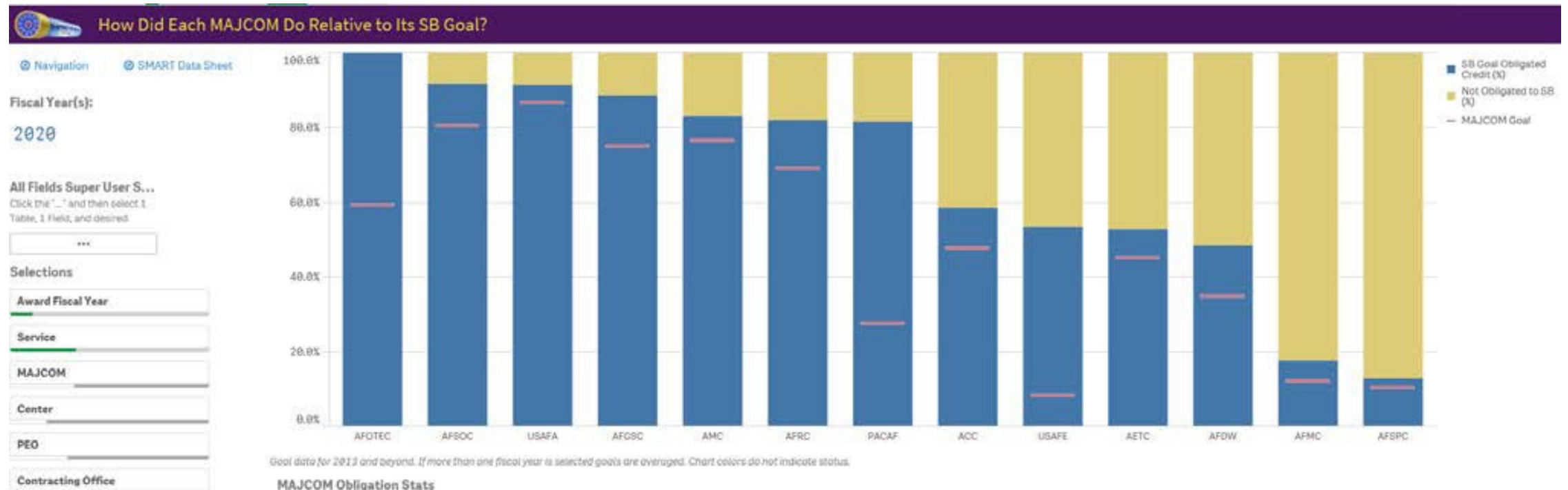
2ND HIGHEST IN AF

Service Disabled Veteran Owned SB - 13.58%

5th HIGHEST IN AF

HUBZone – 10.26%

4th HIGHEST IN AF



Req ID	Projected Need Date	Requiring Organization	Req Title	Req Short Title
RQMT-16223	01 Oct 2023	92 ARW	92 ARW Chapel Services	Chapel Services
RQMT-15295	01 Oct 2023	92 ARW	92 CES FY24-FY31 Fire Suppression System ITM	
RQMT-15270	01 Oct 2023	92 ARW	92 CES FY25-FY31 INTEGRATED SOLID WASTE MGMT	REFUSE
RQMT-15337	01 Oct 2024	92 ARW	92 CES FY25-FY31 Recycling Center Operations	Recycling
RQMT-12473	01 Jun 2023	HQ AMC/A6	Air Carrier Analysis Support System (ACAS) Recompete	ACAS
RQMT-16269	30 Mar 2023	AMC	AMC A6 - Gartner CIO Research and Advisory Services	AMC A6 - Gartner CIO
RQMT-16272	30 Mar 2023	AMC	AMC A6N - Gartner CIO Research and Advisory Services	AMC A6N - Gartner CIO
RQMT-16902	17 Apr 2023	AMC	AMC Executive Leadership Development	LDR DVLPMT
RQMT-15151	15 Mar 2024	HQ AMC/A4	AMC Geospatial Integration Services Contract - Core Program Support	AMC Geospatial Integration
RQMT-15916	02 Jan 2023	AMC	AMC Warrior Heart	AMC Warrior Heart
RQMT-16094	01 Oct 2023	92 ARW	AMENDMENT 92 CES FY24-FY30 INTEGRATED SOLID WASTE MGMT	REFUSE
RQMT-14018	01 Jun 2023	HQ AMC/A6	AMENDMENT Air Carrier Analysis Support System (ACAS) Recompete	ACAS
RQMT-13387	01 Apr 2023	AMC	AMENDMENT KC-135 Engineer Sustainment Support Follow On 2023-203 KC-135 ESS CY 23-32	
RQMT-16696	01 Apr 2023	AMC	Blood Bank Analyzer - Reagents	
RQMT-14034	01 Jan 2023	AMC	Boeing (VC-25A, C-32A, C-40B/C) Flight Attendant Initial/Refresher Simula	Boeing Flight Attendant Training
RQMT-14030	01 Oct 2023	AMC	C-32A (B757-200) Flight Simulator Training	
RQMT-15124	01 Oct 2024	AMC	C-37A/B Pilot and Flight Engineer Simulator and Maintenance Training	C-37 Pilot/Flight Engineer Trainin
RQMT-11862	01 Apr 2023	HQ AMC/A6	CAMPS Legacy Recompete	CAMPS Legacy
RQMT-14364	01 Jan 2024	AMC	Central and South America (CaSA) - Air Terminal and Ground Handling Ser	CaSA ATGHS
RQMT-15555	01 Oct 2023	92 ARW	Chapel Services	Chapel Services
RQMT-16221	01 Oct 2023	92 ARW	Chapel Services COPY	Chapel Services
RQMT-15965	01 Jan 2023	6 ARW	Clinical Nurse Family Practice 2 FTE	
RQMT-15100	01 May 2024	HQ AMC/A3/10	Commercial Airlift Financial Services	CAFS
RQMT-14751	01 Oct 2023	375 AW	Custodial Service	Custodial
RQMT-14922	01 Oct 2023	375 AW	Custodial Service - Scott AFB	Custodial
RQMT-15586	01 Oct 2023	HQ AMC/FM	Distribution Component Billing System	DCBS
RQMT-14706	01 Jun 2023	89 MAI GP	Executive Airlift (EA) Aircraft Maintenance and Back Shop Support Service	EA Mx Contract Recompete
RQMT-11652	01 Oct 2023	AMC	Fleet Services and Baggage Handling Contract	
RQMT-16534	01 Mar 2023	437 AW	Foreign Waste Removal Services	Foreign Waste Disposal
RQMT-15559	01 Oct 2023	HQ AMC/A4	Forward Supply Spares Leveling COPY	
RQMT-13909	01 Oct 2023	AMC	Forward Supply Spares Leveling FY24+	FSL FY24+
RQMT-11109	25 Sep 2024	AMC	FY 21 - MFT 21-09 (Ancillary)	MFT - Multi Functional Team
RQMT-13958	01 Mar 2023	AMC	FY23 Naval Weapons Station Galley Food Service	FY23 NWS Galley Food Service
RQMT-14464	01 Oct 2023	60 AMW	FY24 Grounds Maintenance Rebid	
RQMT-15474	01 Oct 2023	92 ARW	FY24-FY31 Fire Alarm Preventative Maintenance	
RQMT-15673	01 Oct 2024	92 ARW	FY25 Network Operations Contract	NOC
RQMT-15831	01 Oct 2024	92 ARW	FY25 Postal Services	Postal Services
RQMT-14033	01 Jan 2023	AMC	Gulfstream (C-37 A/B) Flight Attendant Initial/Refresher Simulator Egress	Gulfstream FA Egress Training
RQMT-13917	01 Apr 2023	HQ AMC/A9	Information Technology Support	IT Support

RQMT-12144	01 Jul 2023 AMC	ISRAEL AIR TERMINAL AND GROUND HANDLING SERVICES	ISRAEL ATGHS
RQMT-12271	01 Oct 2023 AMC	JAPAN - Air Terminal and Ground Handling Services	JAPAN ATGHS
RQMT-16655	01 Oct 2023 628 ABW	Joint Base Charleston Vertical Transport Equipment (VTE)	JB VTE
RQMT-16271	01 Mar 2023 628 ABW	Joint Base Charleston, Naval Weapons Station Galley Food Services	Galley Food Services
RQMT-16400	01 Mar 2023 628 ABW	Joint Base Charleston, Naval Weapons Station Galley Food Services COPY	Galley Food Services
RQMT-13388	01 Apr 2023 AMC	KC-135 Engineer Sustainment Support Follow On 2023-2032	KC-135 ESS CY 23-32
RQMT-11608	01 Apr 2023 AMC	KC-135 Engineer Sustainment Support Follow On 2023-2033	KC-135 ESS CY 23-33
RQMT-14984	01 Oct 2024 AMC	Kunsan AB and Gimhae ROKAF Korea Air Terminal and Ground Handling S	KOREA ATGHS
RQMT-12436	01 Jul 2023 AMC	KUWAIT AIR TERMINAL AND GROUND HANDLING SERVICES	ATGH-Kuwait
RQMT-13949	01 Jul 2023 HQ AMC/SE	Line Operations Safety Audit (LOSA)	LOSA
RQMT-16757	03 Jul 2023 HQ AMC/A6	Low Earth Orbit (Starlink) COMSATCOM Service	Starlink
RQMT-14374	01 May 2024 AMC	MacDill AFB Civil Engineer Base Maintenance Service Contract	CEBMC
RQMT-14690	17 Apr 2024 AMC	MAF C2 Operational Management for Transportation and C2 Systems	MAF C2 O&M for Trans & C2 Sys
RQMT-15048	15 May 2023 HQ AMC/A5/8	MAF GTIMS Sustainment Contract (FY23-FY27)	MAF GTIMS RAD (FY23-FY27)
RQMT-15811	01 Jan 2023 AMC	Medical Appointment Line Clerk Service	
RQMT-16309	01 Jan 2023 AMC	Medical Physics Service	
RQMT-16078	01 Apr 2023 6 ARW	Multinational Coalition Center (CVIII)	MNCC
RQMT-14118	01 Apr 2024 AMC	Operational, functional and technical support to the Air Mobility Commar	AMC JEP/JNTC Support
RQMT-15165	01 Apr 2024 AMC	Paya Lebar RSAF, Singapore (ATGHS)	SINGAPORE ATGHS
RQMT-13636	01 Oct 2023 HQ AMC/A6	Requirement Approval Document (RAD) for Senior Leader Command, Cor	SLC3S-A Human Capital
RQMT-15243	01 Jun 2023 HQ AMC/A6	Scott AFB SIPR VDI/CSfC Implementation and Sustainment	SIPR VDI
RQMT-16394	01 Jan 2023 60 AMW	Test for MSG/CC Briefing. Do not approve :) - Vitaliy	Test



AMC SB Metrics FY23 Q2 M1

Dept.	FY	Total \$s	SB \$s	SB %	SAT	SDB %	SDVOB	WO %	HZ %
AMC	FY23-YTD	\$ 276,101,940	\$ 236,821,539	85.77%	74.41%	49.22%	19.33%	19.82%	9.16%
	FY22-YTD	\$ 332,732,147	\$ 277,543,050	83.41%	76.26%	44.78%	21.47%	22.56%	12.11%
	FY23 SLPE			81.98%	68.5%	49.27%	12.12%	18.05%	9.90%
	FY22 Final	\$ 943,485,726	\$ 804,216,568	85.24%	78.98%	49.90%	16.60%	18.08%	13.53%



-
- Scott AFB, AMC/763d Enterprise Sourcing Squadron INDUSTRY DAY – JUN 7, 2023
 - Southwestern Illinois College – Belleville Campus will host the 2023 Scott AFB, AMC/763d Enterprise Sourcing Squadron, Industry Day on Jun 7, 2023 from 8 a.m. to 4 p.m. This event will provide training to local small businesses new to government contracting on how to effectively do business with state and federal agencies and will offer an opportunity to interact with and to hear from different government agencies on their best practices. All small businesses are welcome to attend.

ILLINOIS
PTAC

W Western Illinois
University



ADVANCING EQUITY
in
PROCUREMENT



*Southern Illinois
Small Disadvantaged Business
Industry Day*





87 CONS

- 1) SBIR meeting with CTRL SYS from Westminster, MD and members from 305ABW to discuss and demonstrate innovations that CTRL SYS has that can enhance the functions the UL101 made by CTRL SYS. The Kit already exists but it is the way it is used and the software that interprets the data which is innovative. Attachment about the UL101 and the company.
- 2) Efforts for A&E Contracts that address small, recently had an RFI close on SAM.Gov where we received four (4) small businesses who were interested. The RFI was listed as A&E-B1747 Relocate De-Icing/Anti-Icing Dispensing Facility; Notice ID PTFL153001.



6 CONS

PKM- CE Services recompetete.

PKM - Waterside Security Platform (may be a SBIR?) purchase.

PKB - Weapons of Mass Destruction contract, previous GSA.

PKC is working the painting/pressure washing IDIQ.



19 CONS

We are preparing to issue three construction IDIQ requirements, anticipate issuing the sources sought for each within the next 30-45 days

- 1) AE IDIQ, base and 4. Issuing sources sought NLT 24 Feb
- 2) Airfield paving IDIQ – anticipate issuing sources sought Mar 2023
- 3) Civil work IDIQ – anticipate issuing sources sought Mar 2023



Success Story/Good News

NAME: Underwater Egress Trainer

CONS: 92 Contracting Squadron, Fairchild AFB

SMALL BUSINESS Name:

Survival Systems USA, Inc. Women-Owned Small Business

The 336th Training Group (TRG), U.S. Air Force SERE School, is located at Fairchild AFB. The TRG administers the 3-, 5-, and 7-skill level training courses for Air Force SERE Specialists. The TRG also provides command guidance, standardization, and curriculum support to a geographically-separated unit at Eielson AFB, Alaska (Arctic Survival School).

Water survival school/parachuting training is part of Arctic Survival School training and is provided by the 22 TRS, which is aligned under the 336 TRG. The course's mission is to ensure each student is prepared to survive an ejection or bailout at sea. Under controlled conditions, students are placed in situations similar to what they might encounter in an actual emergency. The school graduates over 2,200 crew-members a year, from its 3-day course, which includes active-duty Air Force, Air National Guard, and Reserve members, select Army, Navy, National Aeronautics and Space Administration (NASA), and personnel from allied countries also attend and have completed the Air Force Parachuting Water Survival training.

The 22 TRS currently leases water survival training equipment from Survival Systems USA, Inc. (SSUSA) on a five year contract. SSUSA is a world leader in Underwater Egress Training and Water Survival Techniques based out of Groton Connecticut and is a Women-Owned Small Business (WOSB) concern. SSUSA's equipment includes an egress training module/system, environmental effects devices, and an ejection seat canopy drag and parachute disentanglement system. The 22 TRS has leased equipment from SSUSA for more than ten years and without the equipment/expertise provided by this WOSB the Air Force would not be able to accomplish the mission. The government was able to negotiate a final price and award the contract with zero disruption to the AETC/SERE mission. The government saved over \$300K. This success story is a prime example of the impact a WOSB can have on the SERE mission across the Air Force. This story is also a testament to the dedication WOSB's have and their ability to be a force multiplier.

<https://www.youtube.com/watch?v=vSTVDsLSC4Y>

Small Business Resources

SBA RESOURCES

U.S. Small Business Administration	Homepage of the U.S. Small Business Administration.
SBA Office of Government Contracting	(SBA-GC) SBA-GC is the advocate of small businesses in the federal procurement world.
SBA Contracting Assistance Programs	Information on contracting assistance programs.
SBA Contracting Guide	SBA's Guide to Government Contracting.
SBA Size Standards	Provides information on the size standards for small businesses.
SBA Prime and Subcontracting	Information on federal prime contracting and subcontracting.
SBA Funding Programs	Information on the SBA's small business funding options.
SBA Dynamic Small Business Search	Directory of registered small business contractors.
SBA SubNet	Listing of subcontracting opportunities.
SBA-GC Area Directors	List of SBA-GC Area Directors.
SBA Procurement Center Representatives (PCR)	List of SBA PCRs across the nation.
Commercial Market Representatives (CMR)	List of SBA CMRs across the nation.
SBA Size Specialists	To find an SBA Size Specialist please contact the Area Director for the Area.
SBA Certificate of Competency (COC) Specialists	To find an SBA COC Specialist please contact the Area Director for the Area.

Other Resource

Systems for Awards Management	SAM is the database of companies registered to do business with the U.S. Government. The official system to search for: Contract Opportunities, Contract Data, Entity Information
Federal Acquisition Regulations	(FAR) The FAR is the main body of regulations which govern most federal contracts.
Federal Acquisition Regulations Agency Supplements	Many large agencies have supplement regulations to the FAR.
Procurement Technical Assistance Centers	(PTACS) PTACs provide procurement counseling and training services for small businesses.
SBIR/STTR Program	Website for the Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) programs.

SBA Office of Government Contracting Area IV

Area IV Leadership

Pamela Beavers	Area Director Chicago, IL	(312) 353-7381	pamela.beavers@sba.gov
Thomas Krusemark	Deputy Area Director Dayton, OH	(937) 205-3977	thomas.krusemark@sba.gov

Procurement Center Representatives (PCR)

Maria Galloway	PCR Scott AFB, IL	(618) 418-6072	maria.galloway@sba.gov
Steve Szalo	PCR Rock Island, IL	(309) 732-6860	steven.szalo@sba.gov
Thomas Krusemark	PCR Dayton, OH	(937) 205-3977	thomas.krusemark@sba.gov
Philip MacLean	PCR Columbus, OH	(614) 692-1894	philip.maclean@sba.gov
Darryl Williams	PCR Warren, MI	(586) 282-5513	darryl.williams@sba.gov
Shelton Watson	PCR Kansas City, MO	(816) 426-4911	shelton.watson@sba.gov

Commercial Market Representatives (CMR)

Deborah Crumity	CMR St. Louis, MO	(314) 539-6610	deborah.crumity@sba.gov
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Certificate of Competency/Size Issues

Vacant	Size Manager	Chicago, IL
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DAU Link page, public access, 24X7

<http://media.dau.edu/channel/small%2BBusiness>



SBIR /STTR Program Phases

Eligibility in a nutshell:

MUST be more than 50% owned by US citizens.

MUST be located and operated in the US.

MUST be 500 employees or less, including affiliates.

www.sba.gov/size

Phase	SBIR/STTR	
Phase I (optional)	\$275,500 cap (~10 months) Feasibility Study	
Phase II*	\$1,838,436 cap (24-36 months) Adoptions/Co-funds Continued Research and Prototype	
Phase II Enhancement	\$1:\$1 Match (up to 12 months) Up to \$500K	
Phase III	No time limit No SBIR funds	
	SBIR	STTR

Program Differences

- A minimum of 2/3 of the research/work must be performed by the proposing Small Business in Phase I
- A minimum of 1/2 of the research/work must be performed by the proposing Small Business in Phase II
- Primary employment of the Principal Investigator must be employed by the small business
- **Small Businesses MUST partner with a U.S. Research Institution**
- At least 40% of the work must be performed by the proposing Small Business
- At least 30% of the work must be performed by the Research Institution
- Small Businesses must manage and control the STTR funding agreement
- Principal Investigator may be employed at either the Small Business or the Research Institution

*Phase II values can exceed these numbers if funds are available and by using a simple waiver process.

DAU Link page, public access, 24X7

<http://media.dau.edu/channel/small%2BBusiness>



Helpful Websites



- SBA SBIR/STTR - <https://www.sbir.gov/about>
- Defense SBIR/STTR Innovation Portal (DSIP) - <https://www.dodsbirsttr.mil/submissions>
- DoD SBIR/STTR - <https://www.defensesbirsttr.mil/>
- System for Award Management (SAM) registration - www.sam.gov
- Export Control - https://www.pmddtc.state.gov/ddtc_public
- Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) - <http://www.ed.gov/about/offices/list/ocr/edlite-minorityinst.html>
- Federally Funded Research and Development Centers - <https://www.nsf.gov/statistics/ffrdclist/>
- National Institutes of Health Guidelines for Research Involving Recombinant DNA Molecules - https://osp.od.nih.gov/wp-content/uploads/2016/05/NIH_Guidelines.pdf
- Defense Counterintelligence and Security Agency (DCSA) facility and personnel clearance procedures and requirements - <https://www.dcsa.mil/mc/ctp/fc/>
- Invention Reporting - www.iedison.gov
- Technical Reporting - <https://discover.dtic.mil/submit-documents/>
- Defense Contract Audit Agency - <https://www.dcaa.mil/Guidance/Audit-Process-Overview/>
- Procurement Technical Assistance Centers - <https://www.aptac-us.org/>



Illinois PTAC (APEX) of Western Illinois

Center Director: Theresa Ebeler

Phone: 618-420-8313

Email: tl-ebeler@wiu.edu

Website:

<https://www.iira.org/procurement-technical-assistance-center/>

To locate a office near you visit
www.ilsmbiz.biz/ptacnearme

To sign-up to the program visit:
<http://ilsbdc.ecenterdirect.com/>

Illinois businesses won nearly 1,000 in government contracts – worth over \$866 million- In FY2018, with the help of the Illinois Procurement Technical Assistance (PTAC) program.

The PTAC has been serving Illinois Businesses since 1985.

Our no cost assistance comes in the form of teaching, mentoring, and coaching. We also provide our clients with a complete set of tools to research and identify contracting opportunities.

Through our services your Illinois Business will learn how to:

- **Conduct market research, find government opportunities, and establish relationships with agencies**
- **Execute SAM and other governmental vendor registrations**
- **Read and understand government bid and proposal opportunities**
- **Locate businesses- large & small- to form partnering agreements between firms**
- **Understand regulatory and packaging standards**
- **Navigate 8(a), HUBZone, WOSB, EDWSOB, DBE certifications and Veteran-owned verification**
- **Navigate State of Illinois registration and certification process**
- **Participate in electronic and other Internet-based bid opportunities**
- **Resources on how to handle post-award contract administration**



AMC SNAPSHOT INFORMATION

How Do We Find Contract Opportunities?

<https://www.wpafb.af.mil/Welcome/Fact-Sheets/Display/Article/820156/aficc-contracting-business-opportunities/> and use search "FA4452" for Scott AFB

How Do I Get Meetings with Innovation Office, Program Managers or

SBIR/STTR? <https://usaf.dps.mil/sites/amccc/CSI/default.aspx>;

Terry.Johnson.21@us.af.mil;

<https://www.sbir.gov/sbirsearch/award/all>;

sarah.scott.11@us.af.mil



WHAT DOES AMC BUY?

AMC supporting mobility and sustainment, humanitarian support, airlift special missions, aerial refueling, and aeromedical evacuations for all Armed Forces. Other Computer Related Services; Commercial & Institutional Building Construction; Engineering Services; R&D in the Physical Engr; Computer Sys Design Serv; Pharmaceutical Preparation Manufacturing; Admin Mgmt & General Mgmt; Facilities Support Serv; Custom Computer Programming Serv; Other Heavy & Civil Engr Construction. Primary NAICS: 541519, 236220, 541330, 541715, 541512, 325412, 541611, 561210, 541511, 237990



9-12 November 2023, 55th Annual Convention @ Gaylord Texan in Grapevine, Texas



AIRLIFT/TANKER ASSOCIATION

■ Air Mobility Command field units



- Dover AFB, DE
- Fairchild AFB, WA
- Joint Base McGuire-Dix-Lakehurst, NJ
- Joint Base Charleston, SC
- Scott AFB, IL
- Little Rock AFB, AR
- MacDill AFB, FL
- McConnell AFB, KS
- Travis AFB, CA

• C-130



• C-17



• C-5



• KC-10

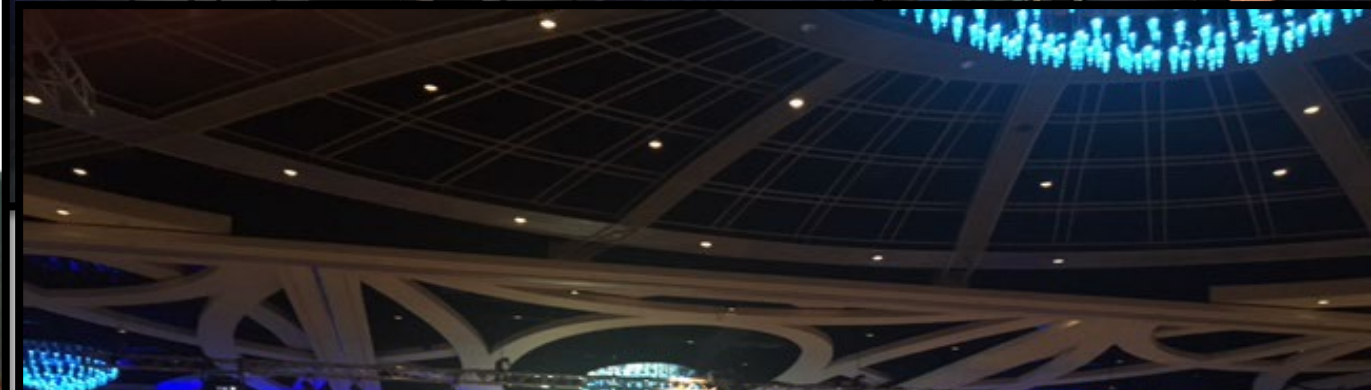


• KC-135



• KC-46







U.S. AIR FORCE SPEAKER



SHANE HERSHMAN

Chief Innovation Officer
U.S. Air Force Air Mobility Command (AMC)
Scott Air Force Base, IL



UNCLASSIFIED

Headquarters Air Mobility Command



AMC Innovation and CPI

Mr. Shane Hershman

AMC/CSI

Let's Go!

UNCLASSIFIED



Things to Think About

- **Innovation Vs Invention**
 - **Wright Brothers Flight** how long in time and distance?
 - **What is Innovation in the Civilian Sector AF and AMC?**
 - **Difference between Entrepreneur and Intrapreneur?**
 - **Micro vs Macro Innovation?**
 - **AF Operational Imperatives**
 - **Who is going to assume risk?**
 - **Types of risk-aircraft non aircraft?**
 - **How are you going to fund?**
 - **Various Funding Sources**
 - **Is it Process Improvement or Innovation?**
 - **Valley of Death?**
-

Let's Go!



AF Operational Imperatives



- “The heart of our mission is to deter aggression. We don't want to fight wars -- we want to prevent them -- and the way you prevent conflicts is to convince the other side that you have the will to resist and the capability to defeat aggression.” – Secretary Kendall
- WHAT
 - The operational imperatives are the critical operational capabilities and functions the Department of the Air Force must invest in to protect the United States’ ability to deter conflict and project power against pacing challenges. • The success of our military depends upon the ability to control the air and space. Achieving these imperatives will enable the Air Force and Space Force to maintain our competitive advantages. **This is the change we must accelerate in order to win**
- WHY
 - China is fielding capabilities designed to defeat the United States’ ability to project power in the Western Pacific; Russia is attempting the same in Eastern Europe. While China and Russia have been building capabilities to defeat U.S. power projection and strengthen their grip in their respective regions, the U.S. answered a global call in 2001 to fight terrorism. Defeating a counterinsurgency threat represented a very different type of conflict against a very different type of opponent, using very different types of equipment than the pacing challenges we face today. The capabilities needed to conduct counterinsurgency are different than those needed to keep pace with modern peer militaries.

Let's Go!



7 AF Operational Imperatives



Future SBIR/STTR requirements?

- **Space Order of Battle**
- **Operational Focused ABMS**
- **Moving Target Engagement**
- **Tactical Air Dominance**
- **Resilient Basing**
- **Global Strike**
- **Readiness to Deploy and Fight**

Let's Go!



AMC Strategy



AMC Mission

Rapid Global Mobility – Right Effects, Right Place, Right Time!

Air Mobility Command provides unrivaled airlift, air refueling, aeromedical evacuation, global air mobility support and Global Mobility Mission Command to project, connect, maneuver and sustain the Joint Force to achieve national objectives.

AMC Commander's Intent

Purpose: Air Mobility Command will deliver victory for America.

Key Tasks: 1. Defend the Homeland, 2. Project Air Power Globally, 3. Support the Joint Team.

Vectors for Persistent Rapid Global Mobility

Develop Ready Airmen and Families

Advance Warfighting Capabilities

Project and Connect the Joint Force

Ensure Strategic Advantage

Let's Go!

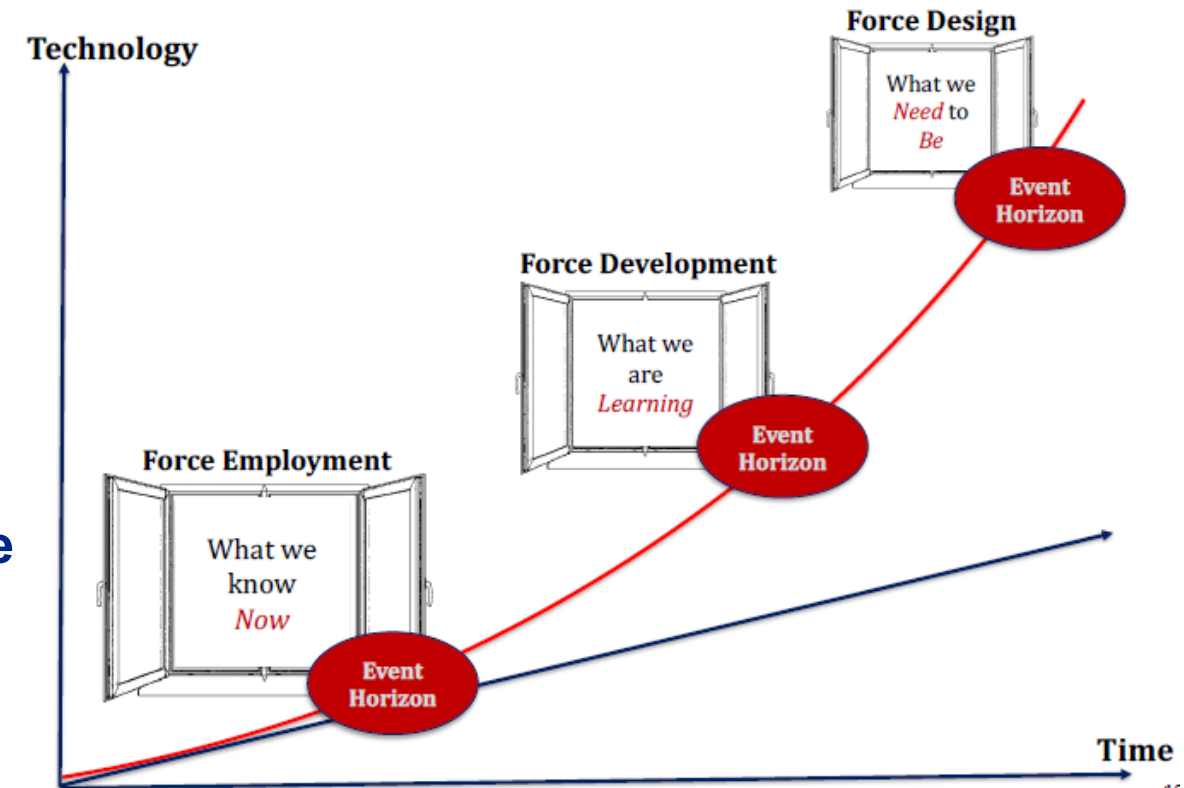


Why Innovate?—The Imperative

- 3 windows—how do we shift the curve from blue to red to get where we Need to Be to fight a peer competitor?
 - ♦ Assumption we can not spend to close the delta
 - ♦ Pacing Threats are on exponential line
 - ♦ The delta is Big Innovation (Macro) versus little innovation (Micro)

Optimizing the present, or Micro innovation, is necessary but not sufficient to achieve commander's intent – can't move beyond what is happening today

Creating the future is about innovating at the Macro Scale – experimenting with entirely new operating models and concepts that transform the system, not the node



Let's Go!



AF and AMC Innovation



- **GAIN-Guardian and Airmen Innovation Network**
- **Phoenix Spark Competition 2023 (Jun - Oct)**
- **SBIR/STTR**
 - Open Calls
 - Specific Topics
 - Phase 1 award opens up additional opportunities
- **OTA-Other Transactional Authorities**
 - CSO
- **USTRANSCOM**
- **AFWERX (SBIRs, STTRs, CSO)**
- **NSIN**
- **SIF-Squadron Innovation Funds**



<https://gain.apps.dso.mil/>



Let's Go!



Military Innovation Issues



- As organizations age and grow, they first develop routines, rules, and structures to improve efficiencies and get things done, but then the rules and bureaucratic processes often take a life of their own and multiply, resulting in organizational calcification.
- Organizations have adapted to changes in warfare in the past, with aircraft carriers, precision-guided weapons, and the atomic bomb.
 - These innovations were not merely passive responses to change: many proactively *created* changes in warfare.
 - Speaking about uncertainty and risk, someone once said, “If you can predict the future then I can’t change it.”
 - Interestingly, many of the most important innovations helped shape a future by imposing change on the enemy, exploiting enemy weaknesses, and building on our strengths.

Let's Go!



Innovation is Hard



Gen Arnie Bunch Previous CC of AFMC in a discussion with the PPBE Reform Commission

Innovation: General Bunch shared his frustrations with being unable to get new money or easily reprogram in the year of execution to field new technologies. "Nothing says support like, "Good idea, come back in two years when we can get the dollars."

Risk Aversion: General Bunch outlined his experience that money in motion is at risk, therefore leaders are disincentivized to use money more effectively. "If we want services to take risk, they must be able to put not fully cooked programs into the POM without the money being taken."

Let's Go!



Innovation & CPI

DESIGN THINKING

Empathize

Learn about stakeholders

Define

Sharpen key questions

Ideate

Brainstorm & create solutions

Prototype

Build representations of one or more ideas

Test

Test ideas & gain feedback

- Go and See
- Define Problem
- Build Charter

- 1-Clarify Problem
- 2-Break Down/ID Gaps
- 3-Set Targets
- 4-Analyze/Determine Root Cause(s)

- 5-Develop Countermeasures
- 6-See Countermeasures Through

- 7-Evaluate/Confirm Results
- 8- Standardize Successful Pro

PROCESS IMPROVEMENT

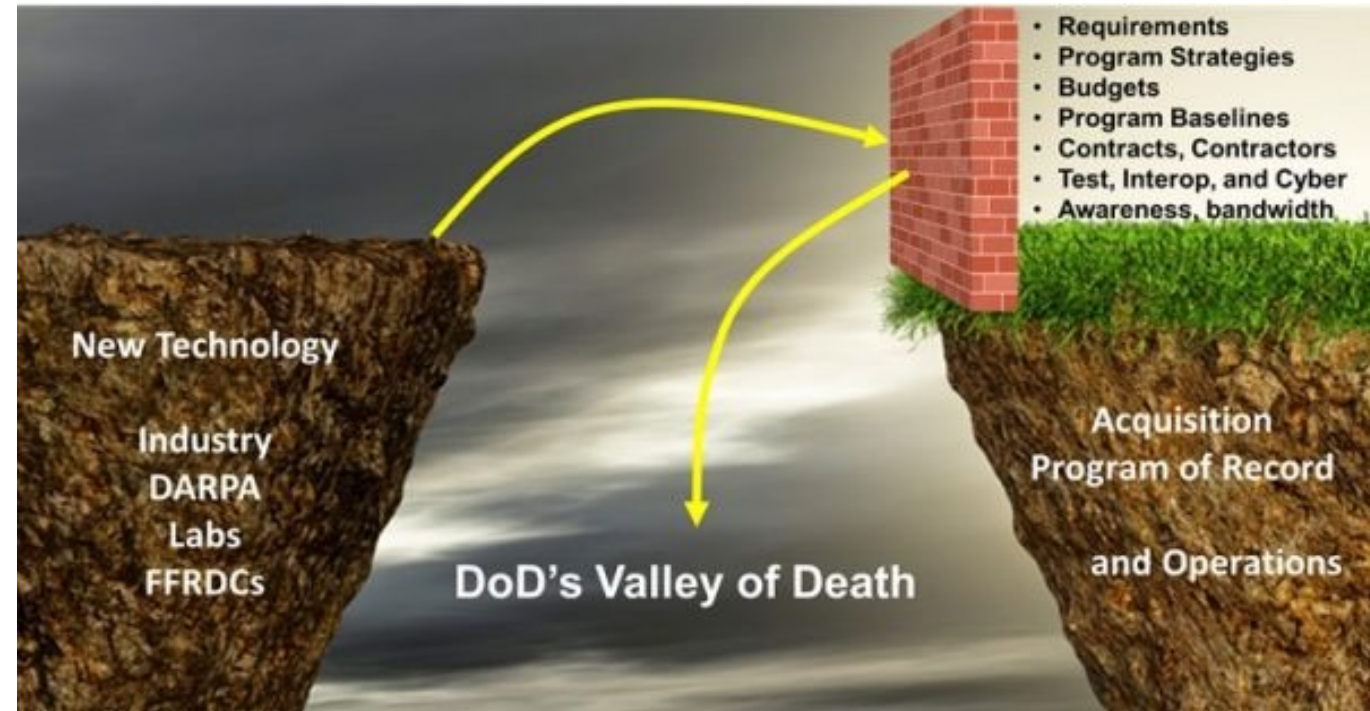
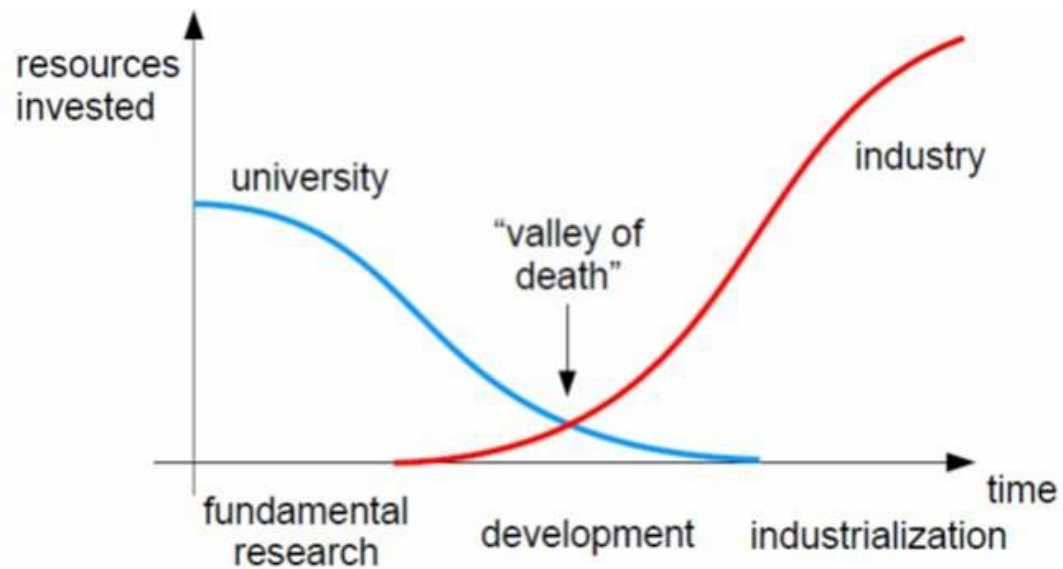
Let's Go!



Valley of Death



■ Valley of Death



Let's Go!



Why Acquisition Process Matters

- **Good stewards of limited taxpayer dollars**
 - **Ensure valid requirement**
 - ◆ Connection to mission/capability need
 - **Consider all possibilities**
 - ◆ DOTMLPF: doctrine, organization, training, materiel, leadership and education, personnel, and facilities
 - **Consider full life-cycle**
 - ◆ i.e. Sustainment, RAMS considerations
 - **Consider DoD unique requirements**
 - ◆ Cybersecurity, data protection
 - ◆ System robustness, contested environments
 - ◆ Interoperability
 - **Consider strategic perspective**
 - ◆ Enterprise solutions vs. home-grown – impacts to total cost, maintainability, interoperability
 - **Just because you have a good idea/solution, that doesn't mean I have the legal acquisition authority to execute it**
-



Critical Requirements Process for Govt

■ What are the requirements to go past the Valley of Death

• Enterprise or Unit Requirements

- ◆ Feed enterprise requirements to Larger Enterprise
- ◆ Who else has identified the problem-solutions/failures
- ◆ Articulate the problem, not the solution
- ◆ Include requirements for:
 - Security: Cybersecurity, Data Protection, Physical Security
 - Logistics: Reliability, Availability, Maintainability, Sustainability
 - User Experience: Usability, Learnability, Responsiveness
 - Data Rights
 - Who will maintain/sustain system?
 - Organic/contractor?
 - Do you have the funding?
 - Will you need data rights/edit privileges
 - Does your unit have the expertise?

Let's Go!



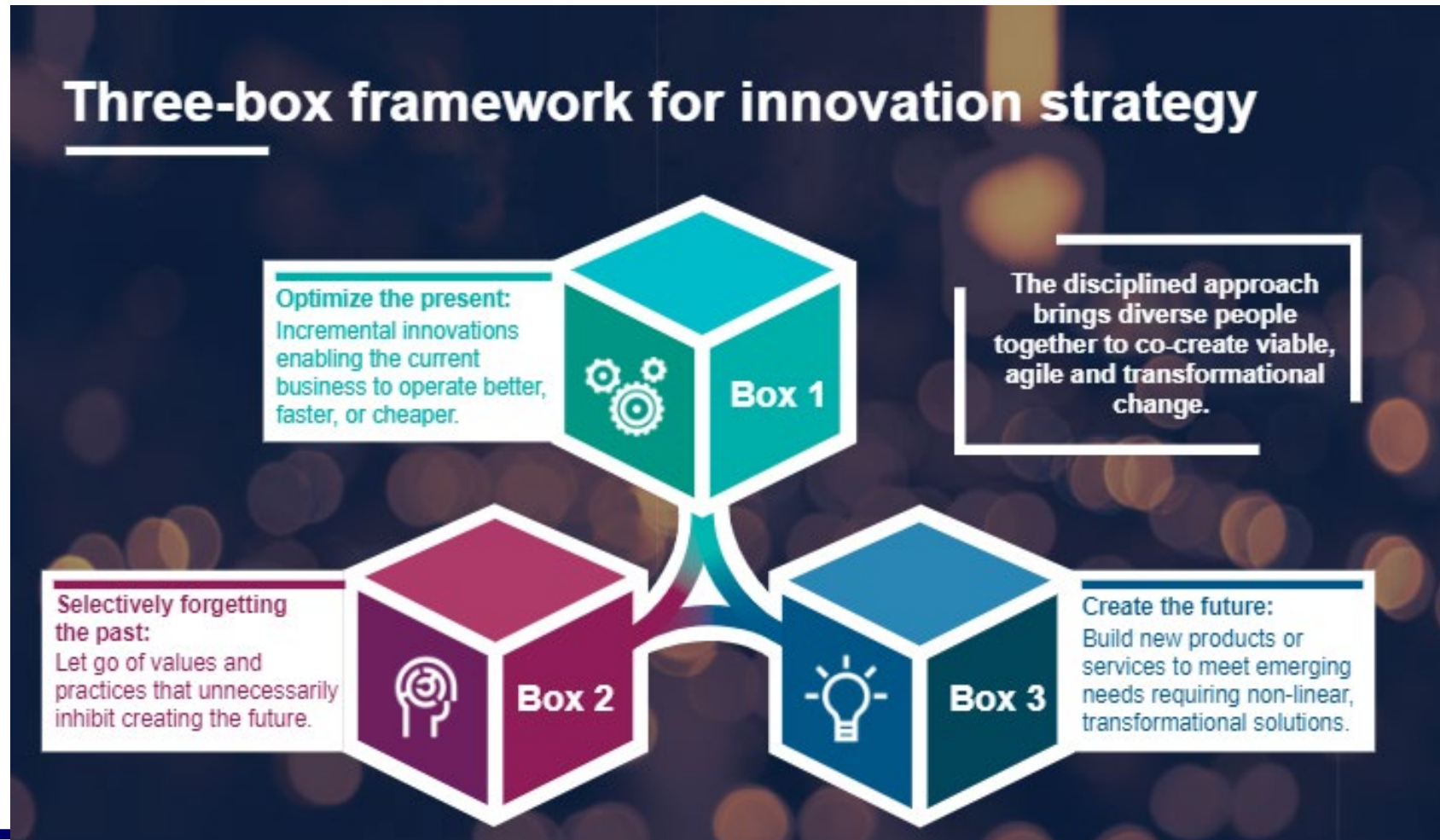
Questions



Let's Go!



Innovation Strategy: Three-Box Framework



Let's Go!



OI 1 Space Order of Battle



The nation's dependency on space has only grown over time. Our potential adversaries have operationalized space to enable attacks on our terrestrial operations and to deny joint and combined forces the services from space that they depend on.

CHALLENGE

- We need to protect our space capabilities, protect the services that we provide from space to our joint forces, and defeat the other side's space capabilities, which try to do the same thing for their forces.

APPROACH

- The Department of the Air Force needs to focus its space-related acquisitions on resilient space missions -- meaning our space-based capabilities can be protected, survive attack, degrade gracefully under attack, and be reconstituted in a reasonable time, if necessary.
- The other half of that equation is that our potential adversaries have been modernizing their space-based military capabilities so they can attack us more effectively on Earth. We must be equipped and capable of denying a potential adversary's space-based ability to attack our terrestrial assets, especially our high-value power projection assets.

Let's Go!



OI 2 Operational Focused ABMS



SITUATION

- The theory behind ABMS is that using modern networking capabilities, communications capabilities, artificial intelligence, and data analysis from a number of sources, and processing information intelligently will support significantly improved operational decisions, and resilient and efficient force employment.

CHALLENGE

- We must identify and invest in the specific applications of ABMS that provide a measurable operational advantage to our warfighters.

APPROACH

- The Department must move beyond conceptual demonstrations and experiments to focus its investments on specific
-

Let's Go!



OI 3 Moving Target Engagement



SITUATION

This imperative is about being able to identify, track, and engage numerous targets simultaneously, which will take a mix of air- and space-based capabilities.

CHALLENGE

In a hypothetical scenario with a well-resourced adversary, U.S. forces could be faced with numerous ground moving targets and aerial moving targets. We must be capable of engaging those threats simultaneously, in high numbers, and in a time-compressed situation where a few hours are likely to decide the outcome of the conflict. Traditional airborne moving target intelligence, surveillance, and reconnaissance sensors will be threatened.

APPROACH

The joint force must be able to leverage capabilities, such as next-generation sensors and decision support provided by our ABMS investments, to acquire and, if necessary, prosecute targets, prioritizing those that would deny our access to an area of operations.

Let's Go!



Ol 4 Tactical Air Dominance



SITUATION

Next Generation Air Dominance (NGAD) started with a Defense Advanced Research Projects Agency (DARPA) study that concluded a family-of-systems approach was necessary for next generation air dominance. This concept means more than buying the next aircraft that will compliment other fighters in our inventory, like the F-35; it is about the full family of innovative platforms and systems that allows our Air Force to control the sky.

CHALLENGE

Controlling the air domain is an absolute imperative if the nation, and our allies, are going to be successful in future operations. When we look at what the DAF is currently acquiring to modernize the tactical air force (i.e, F-35s, F-15EXs, NGAD), we have an unaffordable future tactical air force. Those platforms are too expensive to fully equip an Air Force of the size we need operationally; we need to add attritable, less expensive, uncrewed autonomous aircraft to the mix.

APPROACH

The NGAD family-of-systems is, in part, a new crewed platform. It will also include uncrewed air combat aircraft teaming with the crewed platform, the connectivity systems between those platforms, the sensors that support them, the suite of weapons the platforms can carry, and more. This concept includes notionally one or more unmanned combat aircraft operating as a formation controlled by a single, modern, manned aircraft – principally the NGAD manned platform but also the F-35.

Let's Go!



Ol 5 Resilient Basing



SITUATION

- One of the dependencies that our competitors have come to understand is the U.S. reliance on forward air bases. We rely on a handful of forward air bases in the Western Pacific and a relatively small number of air bases in Europe

CHALLENGE

- We must deny our adversaries an easy targeting opportunity and the perceived vulnerability that a small number of known fixed locations provides.

APPROACH

- A mix of investments in resilient forward basing for current and planned tactical aircraft. The concept that the Department of the Air Force is pursuing in this regard, called Agile Combat Employment (ACE), is a strong step in the right direction, but a range and combination of concepts must be considered and resourced.

Let's Go!



OI 6 Global Strike



SITUATION

- This initiative, similar to the initiative associated with the NGAD, has to do with identifying the components of a B-21 family-of-systems, including uncrewed combat aircraft.

CHALLENGE

- Our long range strike capacity must also be resilient against advanced threats with increasing range and sophistication and affordable.

APPROACH

- The U.S. will need to supplement current and next-generation, crewed platforms with lower cost complimentary uncrewed systems. The technologies are available now to introduce uncrewed aircraft in the system-of-systems context, both at the tactical level with NGAD and at the more strategic level with the B-21

Let's Go!



Ol 6 Readiness to Deploy and Fight



SITUATION

The Department relies upon a wide range of supporting information systems and facilities, in the continental U.S. and overseas, to mobilize, deploy and support our forces in a major conflict. All of these dependencies can be targeted by a wide variety of threats, including cyber and kinetic threats.

CHALLENGE

The Department of the Air Force must analyze the entire mobilization and support chain to ensure the entire system is hardened against the threats we would expect an enemy to present, so we can meet our commitments to combatant commanders.

APPROACH

Deploying Airmen, Guardians, and the systems they employ takes a herculean effort. This imperative will identify priority gaps and vulnerabilities in the Department's ability to transition to and support current and projected operational plans in a contested environment.

Let's Go!



U.S. AIR FORCE SPEAKER



JEFF MELLOTT

Director, Small Business Programs
Air Force Materiel Command (AFMC)
Wright-Patterson Air Force Base, OH

Air Force Materiel Command

Center Construct and Small Business Program Overview



Jeff Mellott
Director, Small Business Programs
AFMC/SB
23 Feb 23



Air Force Materiel Command (AFMC)

■ Mission:

Powering the world's greatest Air Force... We develop, deliver, support, and sustain war-winning capabilities.

■ Vision:

One AFMC--integrated, collaborative, innovative, trusted, and empowered...indispensable to our nation, disruptive to our adversaries."



Air Force Materiel Command (AFMC)

Center Construct

- **AFMC, headquartered at Wright-Patterson AFB, OH is comprised of 6 Centers**
 - **Air Force Installation and Mission Support Center (AFIMSC), Joint-base San Antonio, TX**
 - **Air Force Life Cycle Management Center (AFLCMC), Wright-Patterson AFB, OH**
 - **Air Force Nuclear Weapons Center (AFNWC), Kirtland AFB, NM**
 - **Air Force Research Laboratory (AFRL), Wright Patterson AFB, OH**
 - **Air Force Sustainment Center (AFSC), Tinker AFB, OK**
 - **Air Force Test Center (AFTC), Edwards AFB, CA**
- **Centers have geographically separated operating locations (OLs); e.g.**
 - **AFLCMC OLs Hanscom AFB, MA, and Eglin AFB, FL**
 - **AFSC OLs Hill AFB, UT, and Robins AFB, GA**



Air Force Materiel Command (AFMC)

HQ AFMC/SB – Who we are

Director, Small Business Programs
Jeff Mellott

Market Analyst-Data Analysis-Metrics
Mr. Damon Oakes

SB Professional
Ms. Maria Fox

SB Professional
Mr. Michael Wills

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Chelsea McCrae

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Championing small business solutions for the warfighter



Air Force Materiel Command (AFMC)

Center SB Directors & Contact Info

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- AFNWC: Rob Acosta, Director

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- AFSC: Ronnie Hobbs, Director

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- AFTC: Cindy Randall, Director

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HQ AFMC/SB:

afmc.sb.workflow@us.af.mil



Air Force Materiel Command (AFMC)

Goals

- **Establish Senior Leader Performance Expectations (SLPEs), aka Goals**
 - **For Command/Centers/Program Executive Officers**
 - **Based on 5 year spend history and projected spend analysis**
 - **Establish challenging yet achievable Goals**
- **Track/report SB spend/SLPE achievement**
 - **Monthly reporting**
 - **Monitor SB spend/awards closely**
- **SB spend data analytics to support DAF and AFMC initiatives**
 - **Reducing Barriers to Entry**
 - **Industrial base analysis**
 - **SB trends within industry sectors**



AFMC FY22 Small Business Program Achievements

In FY22 AFMC had a record Small Business Program

- **\$8.7B of \$49B in eligible spend, or 17.89%**
 - **Eligible spend is contract awards available for small business consideration. Exclusions include acquisitions with a statutorily mandated source and those made on behalf of foreign governments**
- **All socio-economic categories experienced substantial spend**
 - **Small Disadvantaged Business (SDB): \$3.2B (6.53%)**
 - **Service-Disabled Veteran-Owned Small Business (SDVOSB): \$1.0B (1.88%)**
 - **Woman-Owned Small Business (WOSB): \$1.4B (2.09%)**
 - **Historically Underutilized Business Zone (HUBZone): \$458M (.70%)**



FY23 DAF & AFMC Small Business Goals

- **Prime Contracts**

Category	Air Force	AFMC
Small Business	18.1%	15.29%
Small Disadvantaged Business	10.4%	5.83%
Women Owned SB	3.6%	2.06%
Service-Disabled Veteran Owned SB	3.0%	1.72%
Hubzone	1.3%	0.54%



AFMC

FY22 - Top 10 NAICS

NAICS	NAICS Description	Dollars Obligated (B)
336411	AIRCRAFT MANUFACTURING	\$13.7
541712/15	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$9.6
541330	ENGINEERING SERVICES	\$6.1
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$5.3
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$3.1
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$2.2
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$1.8
561210	FACILITIES SUPPORT SERVICES	\$1.7
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$1.4
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$1.3

Data Source: FPDS-NG via SAM a/o 12 January 2023. SB Goaling Exclusions not applied.

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Briefer: Name (Office Symbol)

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AFMC

FY22 - Top 10 SB NAICS

NAICS	NAICS Description	Dollars Obligated
541712/15	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$3.4B
541330	ENGINEERING SERVICES	\$701M
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$628M
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$475M
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$465M
541519	OTHER COMPUTER RELATED SERVICES	\$434M
336411	AIRCRAFT MANUFACTURING	\$247M
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$240M
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$119M
517110	WIRED TELECOMMUNICATIONS CARRIERS	\$111M

Data Source: FPDS-NG via SAM a/o 12 January 2023. SB Goaling Exclusions not applied.

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AFMC/SB Outreach “Colliders”

- **Successful SBIR Phase III Transition: Navigating the Valley of Death – 23 Feb**
- **Installation of the Future: AFIMSC Innovation and Opportunities**
- **From the Experts: Cyber Security Threats and Resources**
- **WOSB Resources, Opportunities and Networking**
- **Intro to USSF – Mission, Opportunities and Connections**
- **Risk of Foreign Ownership: Recognizing and responding to FOCI**
- **All events hosted by Wright Brothers Institute, Dayton, OH**
 - **For future events: AFRLSBHub.com; or email:**
 - **james.masonbrink@wbi-innovates.com**
 - **Request to be placed on collider notification list**



AFMC Small Business Program Opportunities

- **Expiring Contracts:** <https://www.airforcesmallbiz.af.mil/Small-Business/Business-Opportunities>
- **Air Force Civil Engineering Center (AFCEC) Construction Task Order list:** <https://www.afcec.af.mil/Home/Business/>
- **SBIR/STTR:** <https://afwerx.com/>



AFMC Small Business Program

Questions?





SMALL BUSINESS PANEL DISCUSSION

Moderated by



MICHAEL FITZPATRICK

Moonshot Labs Operations Lead
National Geospatial-Intelligence Agency

Small Business Panel Participants



LYNETTE WATSON

Regional Director,
Missouri Small Business
Development Center (SBDC),
St. Louis Region



JUSTIN BENNETT

Senior Vice President of
Strategic Programs, Strategic
Geospatial Intelligence
Solutions (SGIS),
Freedom Consulting Group



AKASH VIDYADHARAN

Founder and
Chief Technology Officer,
InfraLytiks



CLOSING REMARKS



DR. PATRICIA HAGEN

Executive Director

Technology Entrepreneur Center (T-REX)

2023 COLLIDER EVENT SCHEDULE



GEOINT HUB

**Feb
23**

Exploring Small Business Programs with the Department of Defense

An orientation to the small business programs, services, and capability needs of the Department of Defense and its agencies.

**Jun
22**

Pursuing Government Contracts and Funding Opportunities

An overview of where and how to search for, find, and pursue contracts and funding opportunities sponsored by the Department of Defense.

**Apr
20**

Preparing to Do Business with the Federal Government

An introduction to government contracting, small business certification, registration in the System for Award Management (SAM), and other related topics.

**Aug
24**

Leveraging Resources and Small Business Assistance Programs

Exploring local and regional resources and service providers available to assist small businesses with pursuing, winning, and managing government contracts.



T-REX

Venue for all collider events

Technology Entrepreneur Center (T-REX)
911 Washington Avenue, Suite 500
St. Louis, MO 63101

NETWORKING SESSION

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