

Air Force Materiel Command



AFMC Small Business Office

SBTW 18 Presentation

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AFMC/SB
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- **Key Objectives**
- **What Do the Numbers Tell Us**
- **Other**



Best Practices



- **Know Your Objectives**

- Build a More Lethal Force
- Attract new Partners
- Strengthen Alliances
- Reform the Department for Greater Performance and Affordability

- **Know Your Mission**

- The mission of AFMC/SB is to create and deliver strategies that bring innovative, agile, lethal, and affordable 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



• **Know Your Environment**

- What does your organization acquire?
- What challenges does your organization face in acquiring these services or supplies from Small Businesses?

• **Know Your Mission's Industrial Base**

- Who is in the Market space?
- Both “Other Than Small” and Small Businesses
- What Small Businesses are available to deliver innovative, agile, lethal, and affordable Small Business solutions to the Air Force to fly, fight and win in air, space and cyberspace?

Be Prepared!



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- **Develop your Strategies to Collaborate**
 - What are the Requirements?
 - What does the acquisition team need?
 - What does your Market Research say?

Be Involved!



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- **Four Steps to Success**
 - **Build Relationships**
 - **Communication**
 - **Collaboration**
 - **Outreach and Training**



- **Build Relationships**

- City/County/State/Economic Development Departments
- Other Than Small Businesses
- University Small Business Development Director/PTACs
- Other Government
- Professional Organizations

- **Partner/Collaborate with Government Teams**

- **Partner/Collaborate with Organizations/
Industry/Government**

- Teaming provides solutions to our Nation's most challenging problems
 - Includes Commercial solutions
 - Encourage Tech Start-ups
 - Subcontracting



• **Communication**

- Continuous!
- Identify common themes
- Provide common Baseline
- Provide value-added information
- Identify issues/concerns
- 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



- **Collaboration**

- Market/business intelligence
- Get Senior Level Support
- Use Partners to Market your events
- Use Matchmaking for both OTSB and SB

- **Outreach and Training**

- Start Small--Crawl/Walk/Run
- Vary your Outreach events
 - Roundtables/Large Groups/Conference/Industry Day events/One-on-Ones
- Focus efforts on Portfolio or Category
- Use a Panel of Experts to drive your discussions



What Do the Numbers Tell Us?

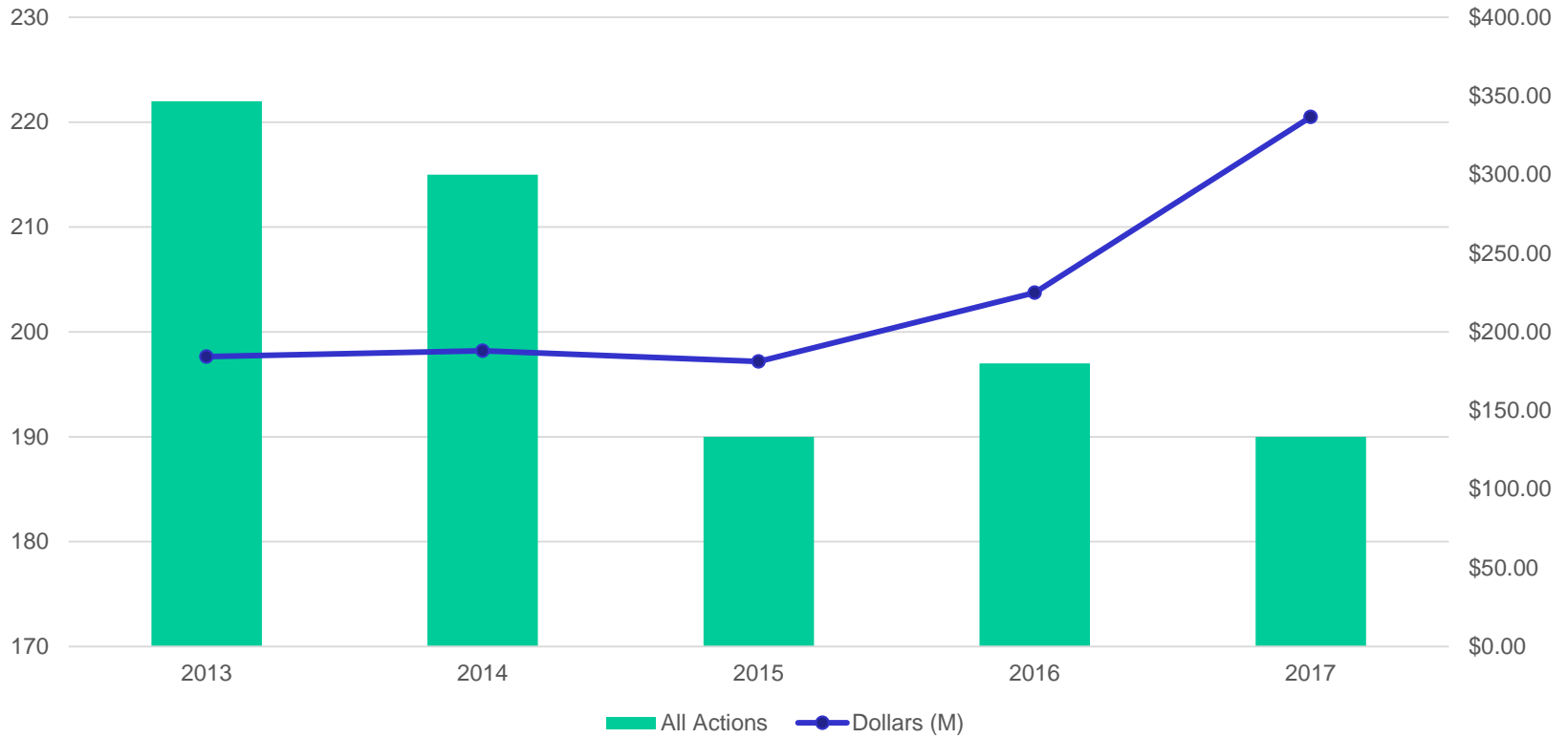


HUBZone Trend Data

- **AFMC 5 Year Prime Awards (FY13-17)**
 - FY13: Prime Awards - 222
 - FY17: Prime Awards - 190
- **AFMC 5 Year Prime Award Dollars (FY13-17)**
 - FY13: \$184M
 - FY17: \$337M
- **Percentages over the 5 Year Trend (FY13-17)**
 - FY13: .55%
 - FY17: .92%

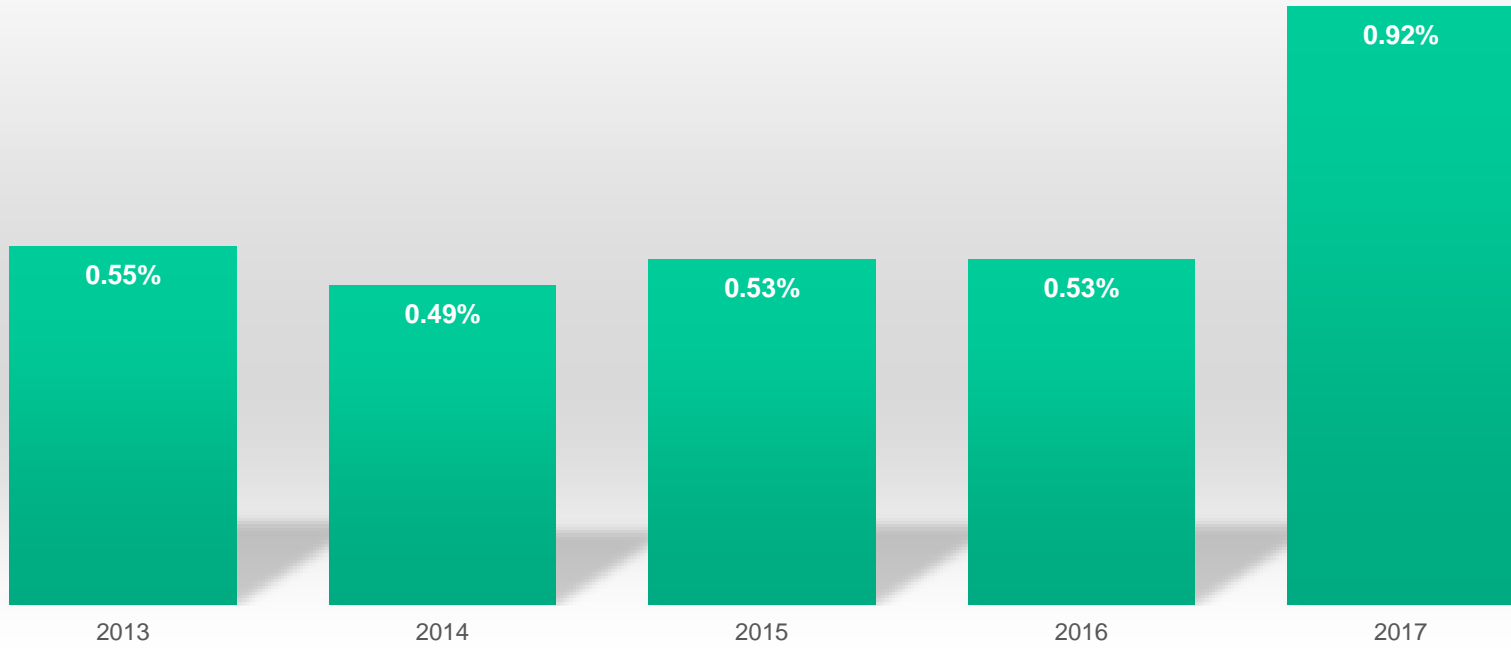


AFMC HUBZone All Actions





AFMC HUBZone % Achieved





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)



Questions?

