

# Air Force Materiel Command

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## **AFMC Small Business Office**

## **SBTW 18 Presentation**

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AFMC/SB  
25 April 2018



- **Key Objectives**
- **What Do the Numbers Tell Us**
- **Other**



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# Best Practices



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- **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!**



- **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**



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- **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



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- **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?



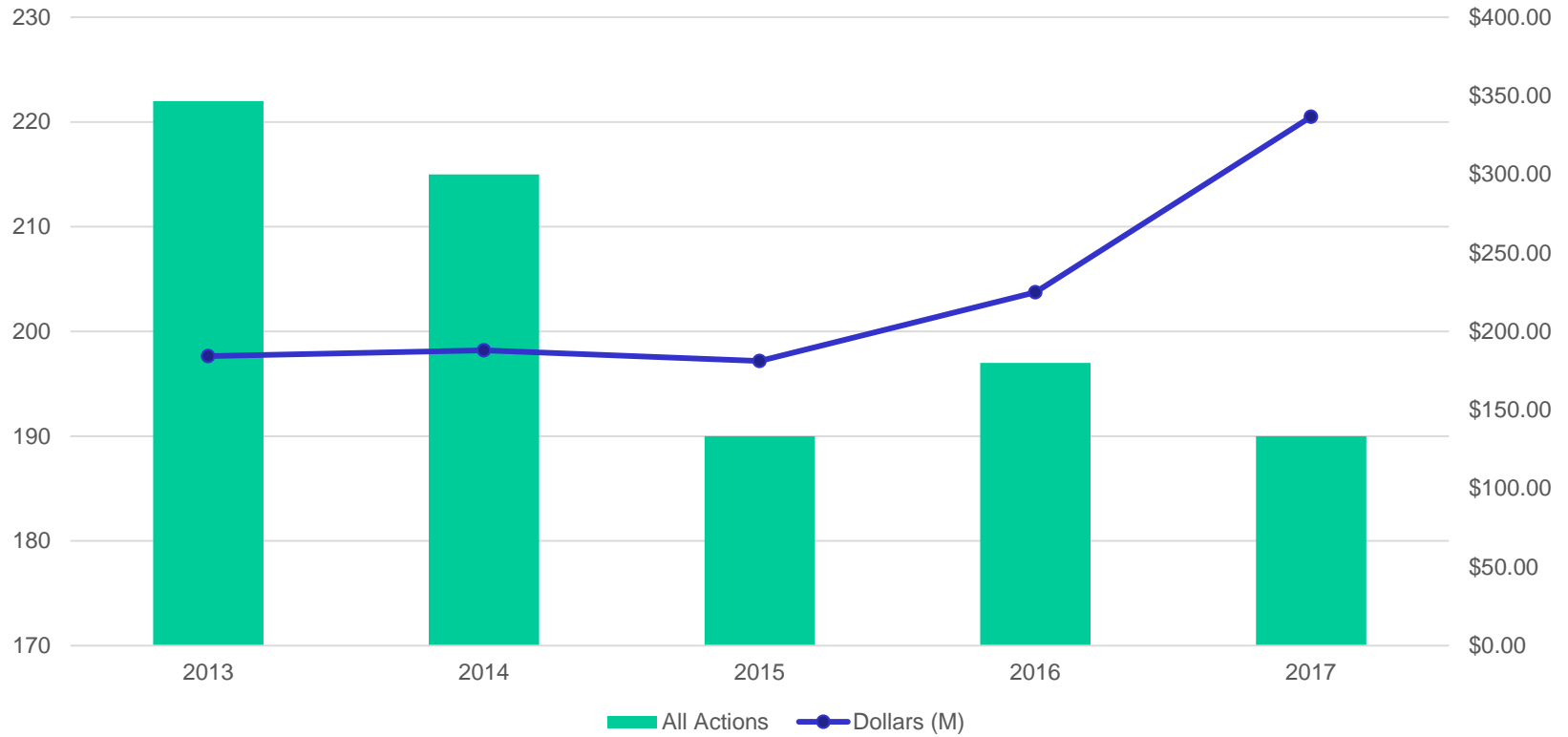
## HUBZone Trend Data

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- **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%

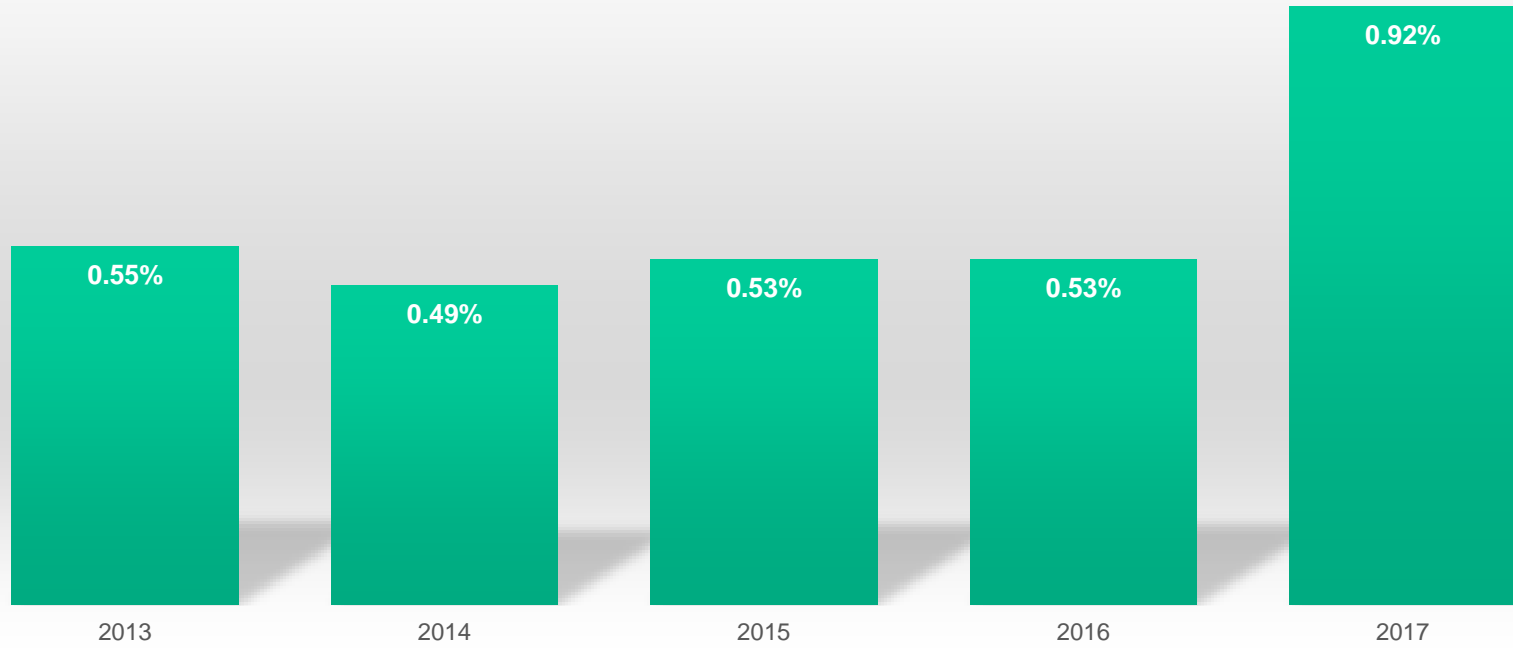


## AFMC HUBZone All Actions





## AFMC HUBZone % Achieved





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# Other Thoughts



# Tools and Trends

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- **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)





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# Questions?

